Board of Trade Journal

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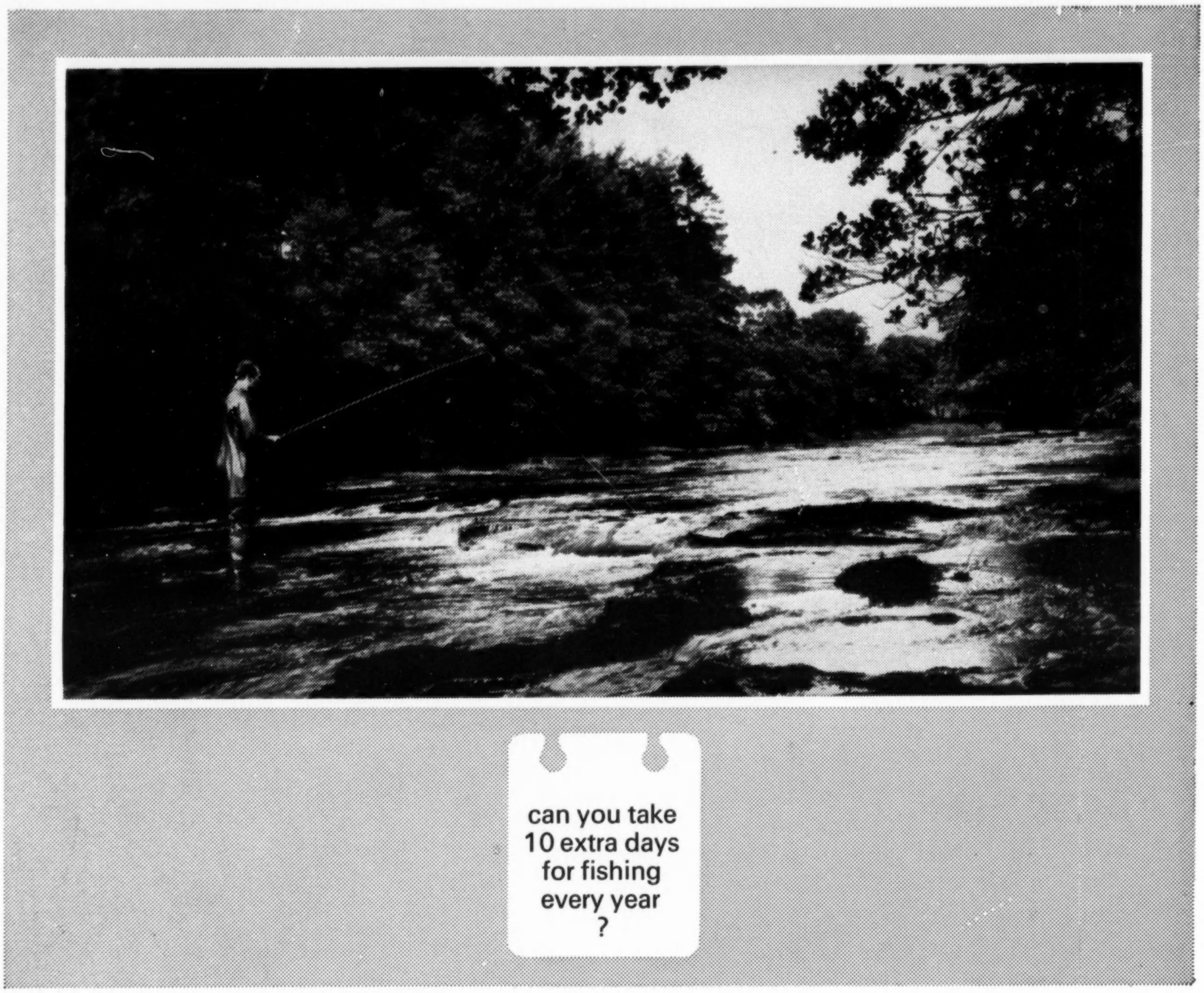

If it takes you an hour to get to work, you spend 500 hours a year commuting. In the North East, the journey would probably take only half this time, or 250 hours a year. Of course, you can use the time saved in whichever way you please, but it does amount to 10 days in the year. It shows how easy it is to get around in the North East.

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Board of Trade Journal

VOLUME 190, NO. 3604, PAGES 817-868
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Front cover photograph

The Ashford, Kent, works of Proprietary Perfumes Limited seen here exported in bulk 1,500 tons of perfume in 1965 to 65 countries. In sterling this tonnage is worth over £3 million. The firm claims to be the largest perfumery centre in the world.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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Competition for expanding Rumanian market is increasingly fierce

A report from the Commercial Department of the British Embassy at Bucharest

TRADE BETWEEN Rumania and the United Kingdom has more than doubled in the past five years and last year we sold about £9.5 million worth of goods to Rumania. Compared with 1964 our exports increased by 17 per cent. In recent months contracts for British equipment and technology worth about £6 million, for delivery during the next few years, have been signed and considerable business in smaller orders has also been booked. The Rumanians plan to increase their foreign trade by 40 per cent over the next five years and, if we maintain our present share of this trade, there should be a worthwhile increase in British sales. There is, of course, also the possibility that the United Kingdom could increase her share of Rumania's import trade as last year's performance has shown.

The purpose of this article is to indicate some of the possibilities of doing business with a country which is now third in order of importance in our trade with Eastern Europe (excluding the Soviet Union).

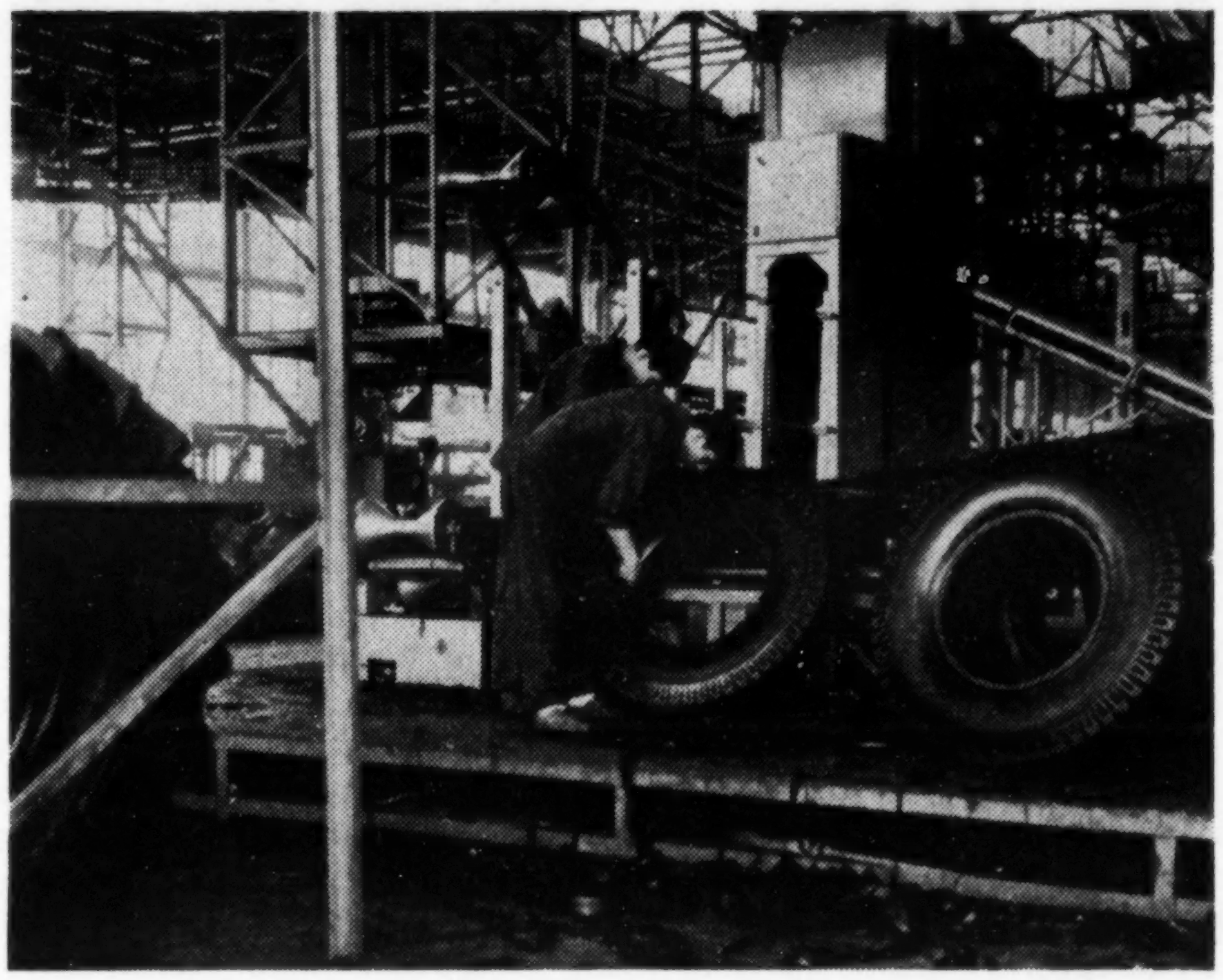
The most important British export to Rumania is machinery, which accounts for more than half of our 1965 exports. In recent years British exporters have supplied major installations for Rumanian industry, including the petro-chemical, iron and steel, non-ferrous metals, textile and engineering industries. Two merchant ships are under construction in British shipyards; and under current contracts British firms are selling plant to the chemical, iron and steel, textile and non-ferrous metals industries. Other important items in our exports to Rumania are textile fibres and yarns; chemical products; iron and steel products; non-ferrous metals; and scientific equipment.

Competition for the Rumanian market is increasingly fierce. But the market itself is steadily expanding, and Rumania is in the process of developing new industries. In general her imports are concentrated on production machinery and raw or semi-processed materials for use in industry. The programme of industrialization is far from complete and will be pushed ahead over the next five years, for which a broad plan of development exists.

Those elements of the development plan which have been emphasized are the extraction of coal, oil and methane gas; the production of electric power; the steel industry; the chemical industry, including fertilizers, synthetic rubber, plastics, artificial fibres, tyres, paper and cement; the manufacture of tractors, vehicles, diesel and electric locomotives, machine tools, radio and television sets, electric refrigerators, textiles, including knitwear and artificial fabrics and a variety of food products. At the same time substantial investments are planned in agriculture, including machinery, and in transport and telecommunications.

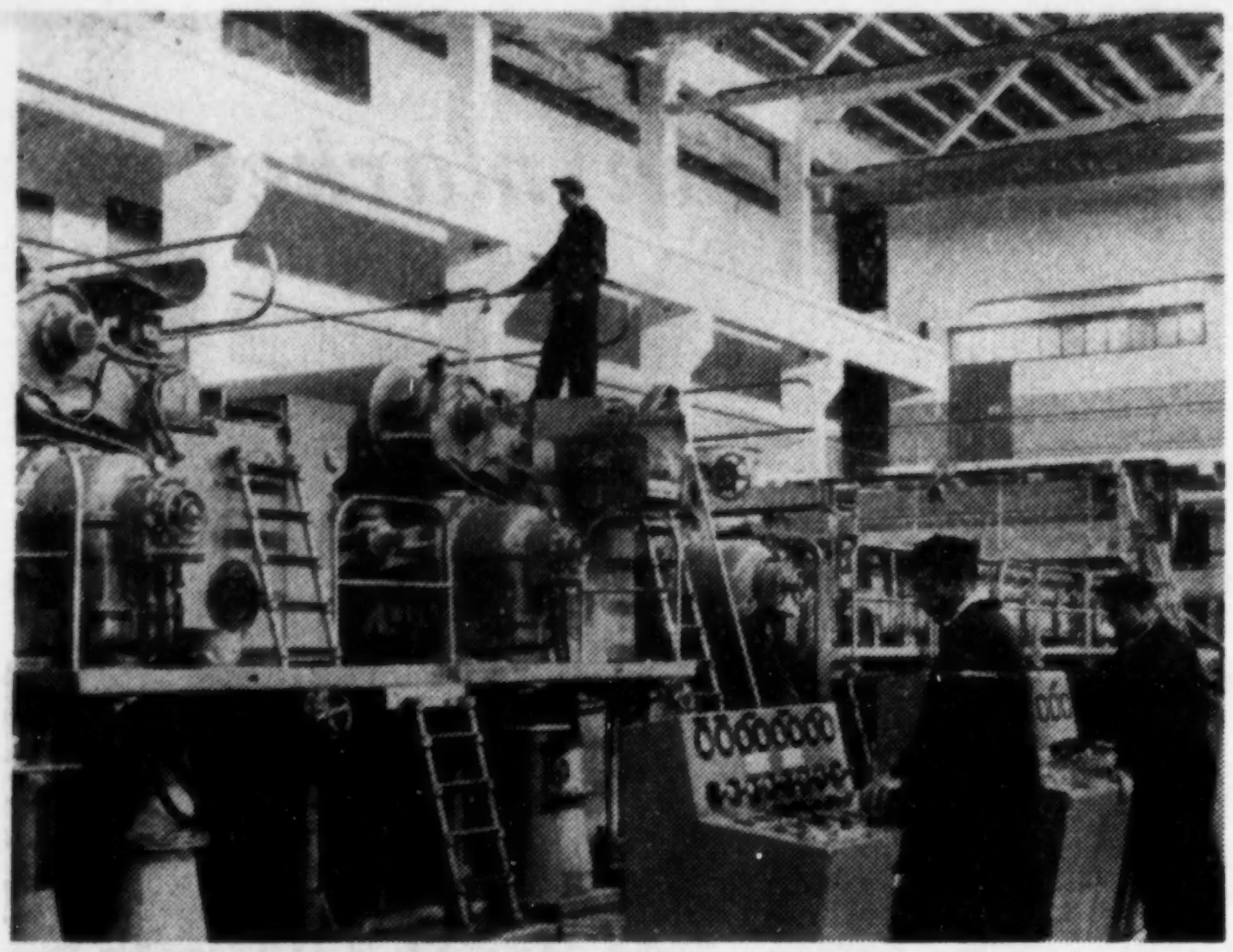
Opportunities for selling to Rumania will therefore lie mainly within these fields. During this period of development it is not to be expected that the proportion of imports of consumer goods will increase much. In addition, of course, there will be a wide variety of business to be done in machinery required as replacements or small-scale improvements of existing plants and in materials for industry. Rumanians are always interested in new developments, so there should continue to be good opportunities for firms having new equipment to offer.

The different approach of Communist countries to foreign trade should not deter British firms from trying to develop their sales in these territories. The Rumanian system is structurally simple, although it provides for the complete centralized control of all foreign trade. Unlike some of the other East European countries, there are no signs that this structure will be changed in the near future. The Ministry responsible is the Ministry of Foreign Trade acting through a group of State Foreign Trade Enterprises which have a fair degree of independence but are accountable for all of their acts to the Ministry. All export and import transactions are negotiated by these Foreign Trade Enterprises, who regard as their clients the industrial and other Ministries for which they act as buyers and sellers.



The delivery end of the conveyor from the press lines to the trimming section in the Danubiana tyre factory, Rumania. The machinery for this factory, approximately £7,000,000 in value, was supplied by member companies of Rustyfa Ltd., London.

Let us assume that it has been decided to purchase new machinery for a tractor factory. This decision in the first place will come from Ministry of Machine Building and will be the result of discussions between the Ministry and one of the Planning Institutes; it will have been enshrined in the current Five Year Plan. A tentative decision will have been taken as to when the machinery should be purchased, and the instruction to purchase will go to the Foreign Trade Enterprise, Masinimport; this will form a part of their annual buying plan. Both the Ministry of Machine Building and Masinimport will have a very good idea of the type of machine they want to buy and will invite those companies which have made their products known to Masinimport and which appear to be able to supply suitable equipment, to put in a tender for the contract. If it is a major project the manufacturer will be asked to send representatives for technical and commercial discussions which may be lengthy. For other business the representative of the Foreign Trade Enterprise at the Commercial Office of the Rumanian Embassy in London may be asked to arrange discus-



Part of the paper machine built by Black Clawson Ltd., Croydon, for the 60,000 ton sack kraft pulp and paper mill at Suceava, Rumania.

sions with the manufacturer, but in most cases the Foreign Trade Enterprises prefer to conduct negotiations in Bucharest.

In order to sell in these circumstances some modifications are necessary to methods normally adopted in Western countries. Elsewhere a salesman usually tries to reach the end user upon whom depends the decision to buy, and who can be influenced by demonstrations of the technical or commercial superiority of a particular product. This does not apply in Rumania; the system of centralized planning precludes much participation by the end user in determining the equipment and the materials which are to be bought.

Nevertheless, it is possible to promote the sale of goods in ways not wholly dissimilar from those used in the West. It is essential that the appropriate Foreign Trade Enterprise should get full information about the product which is being offered. In order to avoid misunderstandings it is better to use metric weights and measures and to quote prices in sterling in decimal form rather than in shillings and pence. The Foreign Trade Enterprises are accustomed to receiving correspondence in foreign languages and use French, German and English. In some cases it is useful to inform also the industrial Ministry concerned and possibly the Planning Institute, though it is unusual for either of these groups to engage in direct correspondence with firms overseas. The Ministries and Planning Institutes are staffed with fully qualified technicians who are well able to evaluate the qualities of the foreign products offered.

After the initial approach by letter the best follow-up is a visit by a salesman who can discuss technicalities. Without such a personal visit a firm is unlikely to get anywhere. Some firms have also found it profitable to arrange exhibitions or demonstrations of their products; this can be done through the Rumanian Chamber of Commerce, for a fee. The Chamber also houses Publicom, a State public relations agency through which advertisements can be placed in technical journals.

Generally speaking, the State trading organizations are not good correspondents and will not reply to letters unless the subject is of pressing interest to them. This may be annoying, but unfortunately it has to be accepted as, in dealing with a State monopoly, it is not possible to sell to any other customer. On the other hand there is generally no difficulty in arranging discussions with the Foreign Trade Enterprises and with those industrial Ministries and Planning Institutes which have regular dealings with overseas suppliers.

With reasonable notice appointments can usually be fixed with most of these organizations. No foreign firm can appoint an agent in Rumania, but the Commercial Department of the British Embassy in Bucharest is very ready to help in all the stages mentioned above.

The Foreign Trade Enterprises are experienced, tough and shrewd negotiators and need to be met with similar armour; their instructions are to make good bargains, and negotiations tend to continue until they are satisfied that they have got as good a contract as they can. But trading with a State monopoly can have its advantages. There are only 17 foreign trade enterprises and in practice nine of them are concerned with the kind of goods British firms are likely to sell here. There is, therefore, no difficulty in determining who are the possible buyers.

The Foreign Trade Enterprise is purchasing the requirements of not just one factory but of a whole industry. Consequently, orders, although not easy to get because of foreign competition, can be substantial. Entry into the Rumanian market, therefore, gives access to a growing economy; as the economy develops so will the range and volume of its imports. Companies who can establish a position in the market at this stage should be well placed for future business.

The Rumanians maintain that they can buy from the West only to the extent that they can earn convertible currency from the West. Thus they are not only anxious to increase their direct sales to the United Kingdom, but also, in order to conserve foreign currency, they are interested in compensatory deals and in concluding deals containing an element of barter.

The Rumanians have also expressed much interest in joint ventures between Rumanian and British enterprises. This can take various forms—the combination of British know-how and Rumanian productive capacity; the use of components made in one country in end products from the other; the establishment of capacity by United Kingdom industry in Rumania, paid for in whole or in part in the products of the factory or by the sales of these products to third countries. There are many different possibilities, but any British firm which can co-operate in any of these ways will be in a strong position to sell to Rumania.

(*Trade between Rumania and Britain takes place within the framework of a bilateral trade arrangement. The current arrangement is effective until* 1968 *and provides for the annual negotiation of quotas covering a wide range of goods. Copies of the quota lists relating to trade between the United Kingdom and Rumania are available from the Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2266 *and* 2267). *Addresses of State Trading Enterprises, Planning Institutes and Ministries are also available. Please quote reference CRE* 15346/*G.*)

Harris-Intertype Limited of Slough have for sometime now delivered their line-composing machines and offset presses direct by road and ferry, to customers on the Continent. The photograph shows preparations being made for the most recent delivery, which was of two Harris 130*E Offset Presses, bound for Holland.*

Award for saving life at sea

MR. DOUGLAS JAY, President of the Board of Trade, has made an award of a piece of plate to Captain H. M. Revill of the Trinity House Pilot Vessel 'Pelorus' in recognition of his skill and seamanship during the rescue of seven members of the crew of M.V. 'Bowqueen' which capsized and sank off Harwich on September 8, 1965.

But for the seamanship, determination and fortitude of Captain Revill and the good work of his crew there is little doubt that the whole of 'Bowqueen's' complement would have been lost.

Lord Brown on sick leave

LORD BROWN, Minister of State at the Board of Trade, responsible for the promotion of exports, entered St. Mary's Hospital, Paddington, on April 11 for an operation.

He expects to be able to resume his full range of official duties in about 10 weeks time.

Mr. Albu visits Bulgaria, Czechoslovakia and Poland

MR. AUSTEN ALBU, Minister of State, Department of Economic Affairs, left London on April 12 for visits to Bulgaria, Czechoslovakia and Poland at the invitation of the Governments concerned. He was accompanied by a small group of economists and will return to London on April 26.

Meeting of the EFTA Consultative Committee

THE TWELTH MEETING of the EFTA Consultative Committee takes place in Geneva today (April 15). Mr. Kare Willoch, Norwegian Minister of Commerce and Shipping, who is the current Chairman of the EFTA Council, is in the chair.

The membership of the Committee represents a cross-section of the economic leadership of the seven EFTA countries, plus Finland, the associate member. The Chambers of Commerce, Federations of Industry, Employers' Associations, Trade Unions, and other non-governmental institutions of the Free Trade Area are represented.

Subjects for discussion at the meeting include the whole range of EFTA's activities (on the basis of a report from the Secretary-General); the situation regarding European integration; proposals by Committee members for establishment of an EFTA Economic and Social Committee and for facilitating the exchange of trainees between EFTA countries; and plans for the celebration at the end of 1966 of the completion of the Free Trade Area.

The Committee's discussions, including any suggestions for policy, will be reported to the EFTA Council in time for the Ministerial Meeting in Bergen in mid-May.

Free export publicity

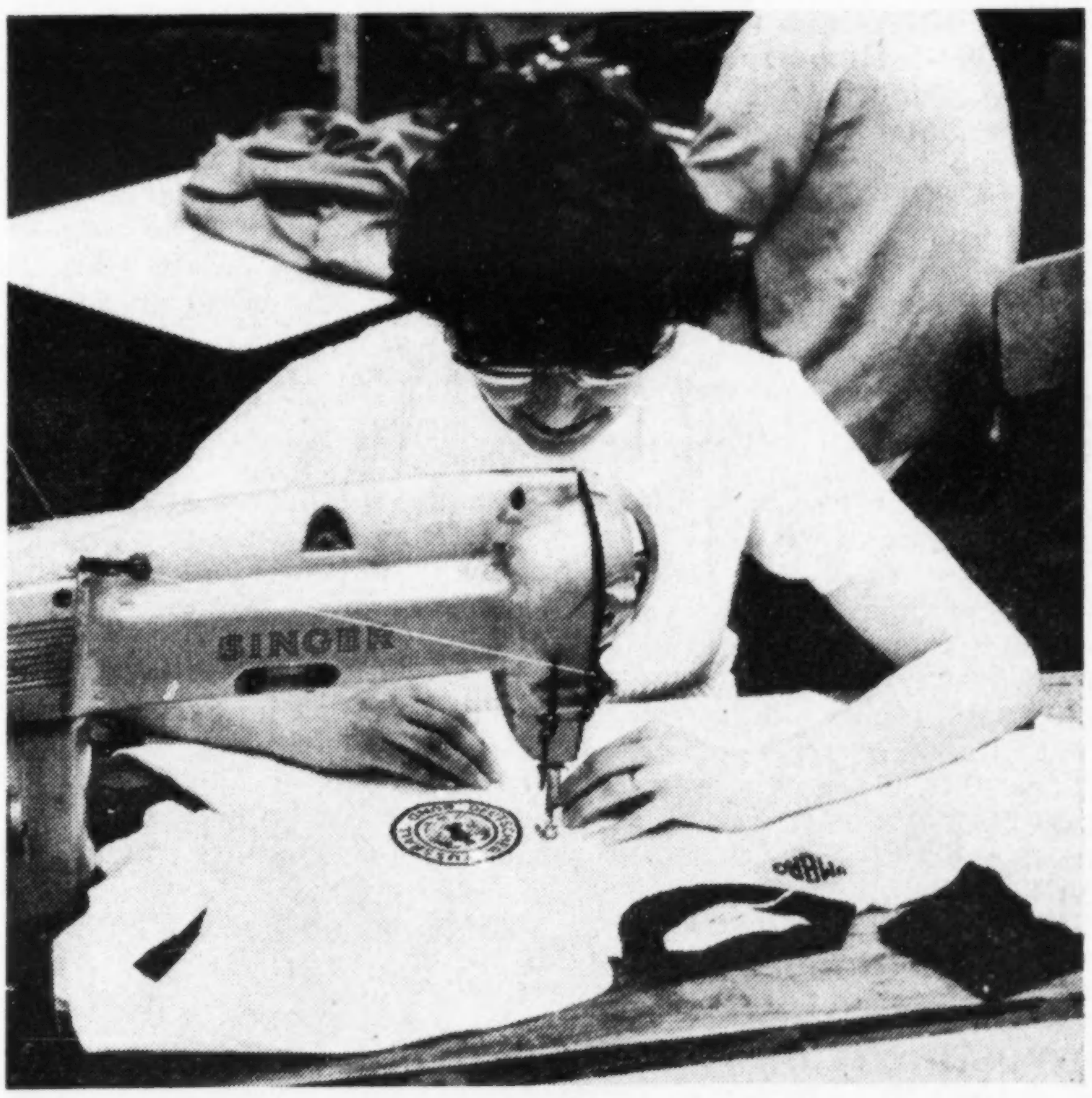
THE CENTRAL Office of Information has produced a new edition of 'Worldwide Export Publicity Service', the guide to its overseas facilities. One-third of the COI's total effort is devoted to publicizing Britain's industry, science and commerce. It sends news, photographs, television film, documentary film and radio recordings to British information officers all over the world; organizes overseas exhibitions for the Board of Trade and the Government's overseas departments and supplies publicity and shop display material for British Weeks and in support of British Fairs. Many of the tours COI arranges for visitors to Britain have a strong industrial interest.

'Wordwide Export Publicity Service' is distributed free of charge to industry and is available from any COI Regional Office or the Office of the Controller (Overseas), Central Office of Information, Hercules Road, London. S.E.1.

Canadian Businessmen's mission to Britain

SOME 400 business executives, covering virtually all classifications of industry and commerce, will visit the United Kingdom in April and May of this year under the auspices of the Maritime Provinces Board of Trade (Canada). Departing from Halifax International Airport on April 17, 24 and May 15, each chartered plane will carry 133 persons for a three-week visit. Those wishing to export to the Atlantic Provinces should contact the Canadian Atlantic Provinces Office at 60 Trafalgar Square, London, W.C.2 (Tel. Whitehall 8717) to arrange to see appropriate people.

The first visitors – well before the official opening – of the British Embassy in Jordan's new Commercial Offices in the business centre of Amman were two Jordanians, one of whom, under the impression that these bright new offices might be a hospital, requested that a surgical operation be performed on his companion's neck. Sir Roderick Parkes (left), the British Ambassador, is seen here with Mr. George Hopcroft, First Secretary (Commercial), cutting red, white and blue ribbons across the entrance of the new Commercial Offices, to the applause of about 200 government officials and local businessmen, bankers and industrialists. The Commercial Section, in addition to helping business visitors, expects to use its new premises for film shows and small exhibitions of British goods.



An operative at the Umbro Sportswear factory of Humphreys Bros. Ltd., Wilmslow, Cheshire, sewing on a West German badge to a jersey which was worn in the Holland v West Germany football international in Rotterdam last month. Both sides wore Umbro clothing.

Local Weights and Measures Authorities

THE BOARD OF TRADE have made the Local Weights and Measures Authorities Order 1966 (S.I. 1966 No. 367).

This (a) confers the responsibilities of local weights and measures authorities, with effect from April 1, 1967, on the borough councils of Crosby and Harrogate and the urban district councils of Crawley; and (b) continues, without any time limit, as local weights and measures authorities the borough councils of Crewe, Guildford, High Wycombe, Kidderminster, Lancaster, Reigate, St. Albans, Shrewsbury, Stafford and Winchester. (In the absence of an order or direction from the Board under Section 34 of the Weights and Measures Act 1963, the councils of these latter boroughs would lose the weights and measures function on April 1, 1967).

Representations for retention of the function were also received from the councils of a number of non-county boroughs with populations below 60,000 which are not listed at (b) above. To the councils of seventeen of these boroughs, Accrington, Ashton-under-Lyme, Boston, Dover, Folkstone, Glossop, Hartlepool, Hereford, Margate, Morley, Neath, Newark, Rochester, Scarborough, Stalybridge, Tunbridge Wells and Weymouth, the Board have given notice that they require more time for considering their representations: the notices direct accordingly that they shall retain their functions until (in the first instance, at any rate) March 31, 1968.

Note

The Act provides that in general the local weights and measures authorities shall be the county and county borough councils. By means of a resolution passed at an appropriate time for an area with a population of 60,000 or more the function can also be acquired or retained by the council of a non-county borough or of an urban district.

British property in Egypt

NOTICE WAS given in May 1965, that Her Majesty's Government expect to open negotiations with the United Arab Republic Government about British property in Egypt affected on or after March 1, 1959, by Egyptian measures of nationalization or sequestration.

United Kingdom nationals whose property in Egypt had been affected by such measures were invited to communicate with:

The Foreign Office
(Property in Egypt),
First Avenue House,
39-45 High Holborn,
London, W.C.1

from whom forms were obtainable on which details of such property could be recorded.

It has been decided that the closing date for the submission of such forms will be July 31, 1966. Persons whose property was so affected and who have not so far submitted details on the relevant forms or have not yet applied for forms are advised to do so immediately.

The economic outlook for 1966

THE ECONOMIC PROSPECTS for the rest of 1966 are analysed in an article in the April issue of the *OECD Observer*. According to OECD studies United States expansion is likely to continue, and there should also be some small acceleration in Western Europe where the recovery of France and Italy should help to offset the opposite trend in Germany and a continued flatness in the United Kingdom. Japan should be able to improve its output during the course of the year.

The OECD reports that it no longer seems probable that the growth of world trade will slow down. It warns, however, against the dangers of rising prices in certain member countries, including the United Kingdom.

Copies of the *OECD Observer* can be obtained from Her Majesty's Stationery Office, price 3s.

Investment incentives: projects in new Development Areas

THE WHITE PAPER on Investment Incentives (Cmnd. 2874 published on January 17, 1966) announced the Government's intention to seek powers to replace the existing development districts by five broad new Development Areas. Paragraph 50 explained that the intention was to pay investment grants in these areas at the higher rate of 40 per cent in respect of plant and machinery for which a firm paid on or after January 17, 1966.

Paragraph 51 explained that the Board of Trade intended to take powers, similar to those under the Local Employment Acts, to offer assistance in the form of Board of Trade factories, building grants, loans and tailor-made grants for projects providing employment in the same five Development Areas, but that these forms of assistance would not be applied in those parts of the Development Areas, which are not at present development districts, until the Bill became law. This statement has led to inquiries about the eligibility for these forms of assistance of projects started on or after January 17 in those parts of the Development Areas which are not also development districts. This notice is intended to clarify the statement in paragraph 51 of the White Paper.

Powers to offer assistance in these places will not exist until Parliament has passed the legislation. The Board of Trade now announce that they do not intend such projects to be disqualified from assistance of this kind on the ground that they were started before the legislation implementing the White Paper comes into force. On the assumption that the Bill becomes law, the Board of Trade's intention is to assist such projects which are otherwise eligible if

(a) they were started on or after January 17, 1966; and
(b) they were not completed before the date when the legislation creating the new Development Areas comes into force, which is expected to be later this year.

Although no offers can be made before the legislation comes into force the Board of Trade are now prepared to consider informally, provisional applications in respect of assistance for the provision of employment. Firms are requested to get in touch with the appropriate Regional Office of the Board of Trade as early as possible.

Note: Paragraph 46 of Cmnd. 2874 describes the five broad Development Areas with which the Government intend to replace the existing development districts. The map on page 13 shows the new Development Areas and the existing development districts. (These details were also given in the *Board of Trade Journal* of January 21, pages 114-116).

West Lothian to spend £232,000 on East Mains Industrial Estate

WEST LOTHIAN Planning Committee on March 23 approved site servicing plans involving expenditure of £232,000 for East Mains Industrial Estate, Broxburn. The 180 acre estate is the second to be established by the County Council in its campaign to attract industry. It is strategically situated nine miles from Edinburgh's city centre, and is adjacent to the Edinburgh-Glasgow trunk road.

Work on the estate's roads and services is expected to begin in May. At the same time construction will start on two 10,000 sq. ft. advance factories which are expected to be ready for occupation by October.

Arthur Bell & Sons Ltd., of Perth, have already announced that they are to establish a £1 million whisky blending and bottling plant on an 18 acre site on the East Mains Estate. Golden Wonder Crisp Co. Ltd., already occupy 16 acres on the estate and plan to extend their existing factory. The County Council established their first industrial estate at Whitehill, Blackburn, last year.

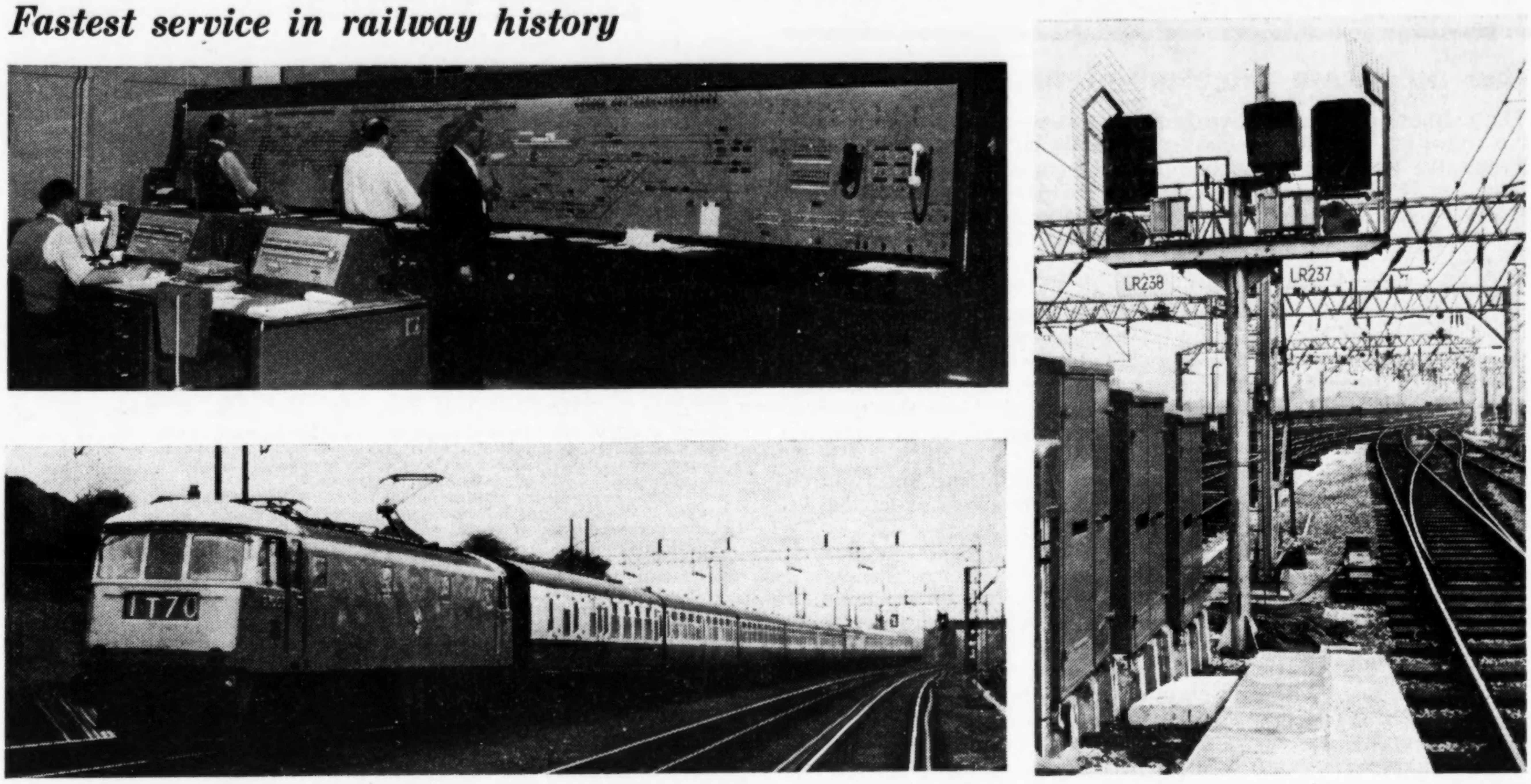
Since then John Collier Tailoring Ltd., have announced plans for a clothing factory on the estate which will eventually employ 1,000 people. Davis & Timmins Ltd., a London company which distributes nuts and bolts, are to occupy a depot employing 20 people on this estate.

New Plessey factory at Tees-side industrial estate

FOLLOWING the Post Office decision to modernize and expand Britain's telephone service, the Plessey Telecommunications Group is launching a major expansion programme which includes a new factory at Thornaby-on-Tees. The announcement was made in a joint statement by Plessey, the Board of Trade and the Industrial Estates Management Corporation for England.

The new factory will be the first major project on the new 350-acres Tees-side Industrial Estate, development of which began early in 1965. Planning of the factory is well advanced and it is expected that construction will begin during May. Ultimately 3,500 people will be employed of whom a third will be men.

Fastest service in railway history



Britain's new railway – the London Midland Region's £175 million scheme for electrifying the trunk routes between London and Manchester and Liverpool – is now complete and will be opened on April 18. British Railways say that an entirely new pattern of high speed regular interval services will provide the fastest service in railway history between these cities (journey times between London and Liverpool and Manchester will takes 2 hours 35 minutes) and between London and Birmingham also early next year (journey time 1 hour 35 minutes), when the final stage of the electrification is completed. The conversion of 260 route miles, 1,480 single track miles to electric traction using the 25 kV a.c. single phase overhead system has been a massive undertaking, which has involved the virtual rebuilding of the entire railway system between London, Liverpool and Manchester. These pictures show some aspects of this new policy: Top left: New power signal box at Euston Station; lower left: An express train between Manchester and Euston, driven by an AL5 3,300 h.p. loco with rolling stock in blue and white livery; right: colour light signals at Manchester's London Road station.

Drugs and medicines exemption from purchase tax

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 2) Direction 1966 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from April 5, 1966 is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1966.

To Head I of the Schedule

To the entries listed as substances prepared for use by injection, the following:

Cottonseed oil, mulsified with soya lecithin;
Soya bean oil, emulsified with egg lecithin;

To Head II of the Schedule

Chlormethiazole edisylate;
Trimetazidine hydrochloride;

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Trade mission to Russia

THE LONDON Chamber of Commerce have accepted an invitation from the USSR Chamber of Commerce to send a trade mission for a 10-day visit to the Soviet Union from June 6.

The mission will be led by The Rt. Hon. Lord Erroll of Hale, TD, PC, the president designate of the London Chamber. The deputy leader will be Mr. J. B. Scott, CBE, DFC, who is chairman of the Russian Section of the London Chamber.

Further particulars of the composition of the mission will be announced shortly. It will form a wide cross section of British industry and commerce and has the full support of the Board of Trade and the Foreign Office.

Its objective is to stimulate, through discussions at the highest level, the further expansion of Anglo-Soviet trade in both directions and to establish anew close contacts with the heads of Soviet Ministries and other authorities following upon the major re-organization of the economic and commercial hierarchy in the Soviet Union last year. A full report on its achievements and findings will be published by the mission on its return.

Assembling marble tiles for a fireplace at the Kingthorpe, Northampton, factory of A. Bell & Co. Ltd. This company invented the Bell Sunk Fire – the first open fire with the fuel burning on a fireclay bed perforated by air channels. The company say that the basic design is still used in this country as well as being exported in substantial numbers throughout the world.

Ban on resale price maintenance

THE REGISTRAR of Restrictive Trading Agreements issued on April 6 the following first list of classes of goods in respect of which the Restrictive Practices Court has refused to make an order directing that they shall be exempted goods for the purposes of the Act (i.e. goods exempted from the ban on resale price maintenance). The list is being published in full in the London, Edinburgh and Belfast Gazettes.

The purpose of the List is to show that certain classes of goods have, from the dates specified therein, no longer been exempt from the provisions of Section 1 to 4 of the Act notwithstanding the fact that they appeared in (or were included in wider classes appearing in) the Registrar's Lists of classes of registered goods. Goods falling in any of these classes therefore ceased, as from the specified dates, to be exempt from the ban on the maintenance of minimum resale prices.

The list, although required by the provisions of the Act, is purely informative; the changes in the position of the goods under the Act came into force with the Court's declarations.

Notes:

1. The Resale Prices Act 1964 provides for a ban on the maintenance of minimum resale prices and of measures to enforce them, but also makes provision for exemption from the ban to be granted by Order of the Restrictive Practices Court. Suppliers who wished to continue maintaining minimum resale prices were required to register their goods between August and November, 1964 and all goods so registered are regarded as exempt until such time as the Court makes a declaration in respect of them. The Registrar has published five lists of classes of registered goods; all the classes appearing therein are required to be referred to the Court.
2. So far, the Registrar has caused to be issued over 70 notices of reference to the Court covering over half of the listed classes. Between November 30, 1965 and March 28, 1966, the Court made 14 declarations refusing to make Orders directing that the goods shall be exempted goods for the purposes of the Act and the list now issued shows the 33 classes of goods covered by those declarations. In all these cases the Court's decision was taken because the registered suppliers decided not to contest the proceedings. No contested cases have yet been heard.
3. The Registrar proposes to issue further lists from time to time, possibly as many as three or four a year if the need arises, and intends that, for as long as practicable, they shall be cumulative (i.e. including classes from earlier lists).

RESALE PRICES ACT 1964

List No. 1 of classes of goods the subject of declarations by the Restrictive Practices Court under Section 5

The Registrar of Restrictive Trading Agreements in pursuance of subsection (5) of Section 6 of the Resale Prices Act 1964 hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has refused to make an Order directing that they shall be exempted goods for the purpose of the Act.

In this list the Brussels Nomenclature means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
Prepared foods for invalids or diabetics within headings 04.02, 19.02, or 21.07 of the Brussels Nomenclature	March 28, 1966
Flower, vegetable and grass seeds of a kind used for sowing and supplied in branded packs, within headings 07.05 or 12.03 of the Brussels Nomenclature	November 30, 1965
Stabilised wheat germ within heading 11.02 of the Brussels Nomenclature	March 28, 1966
Arachis oil, maize oil and olive oil for culinary or pharmaceutical use within heading 15.07 of the Brussels Nomenclature	March 28, 1966
Food, drink and cooking preparations, specially prepared as aids to slimming diets, the following:— Biscuits, coffee drink powder, soups, artificial sweetening tablets and liquid, sucrose-based sweetening compounds, powdered preparations for adding to milk or water, vegetable oil for use in cooking, all within headings 15.07, 19.08, 21.02, 21.05 or 21.07 of the Brussels Nomenclature	March 28, 1966
Biscuits specially prepared for diabetics within heading 19.08 of the Brussels Nomenclature	March 28, 1966
Mixtures of raspberry vinegar and olive oil within heading 21.04 of the Brussels Nomenclature	March 28, 1966
Artificial sweeteners within heading 21.07 of the Brussels Nomenclature	March 28, 1966
Whipping agents for use in the bakery, confectionery and catering trades within heading 21.07 of the Brussels Nomenclature	March 28, 1966
Wine of fresh grapes (including vermouths and other wines flavoured with aromatic extracts) within headings 22.05 or 22.06 of the Brussels Nomenclature	March 28, 1966
Wines obtained by fermentation other than of fresh grapes, black beer (including black beer blended with wine), within heading 22.07 of the Brussels Nomenclature but not including cider or perry	March 28, 1966
Spirits, liqueurs and other spirituous beverages, compound alcoholic preparations (known as 'concentrated extracts') when in packings for retail sale for the manufacture of beverages, within heading 22.09 of the Brussels Nomenclature	March 28, 1966
Compound fertilizers in branded packs, within heading 31.05 of the Brussels Nomenclature	November 30, 1965
Carbon paper in rolls or sheets; plastic carbon film; all within headings 39.01 and 48.07 of the Brussels Nomenclature	March 28, 1966
Paper or paperboard, cut to size or shape, and articles of paper or paperboard, for office use; index tabs, signals and eyelets of plastic, paper, leather or textile material for use therewith: all within headings 39.07, 42.05, 48.15, 48.21 and 62.05 of the Brussels Nomenclature	March 28, 1966
Carrying cases for field glasses within heading 42.02 of the Brussels Nomenclature	February 14, 1966
Wood surrounds for use with steel windows within heading 44.23 of the Brussels Nomenclature	January 13, 1966
Carbon and other copying papers (including duplicator stencils) and transfer papers – cut to size, whether or not put up in boxes; within heading 48.13 of the Brussels Nomenclature	March 28, 1966
Letter paper, writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery; all within the headings 48.14 and 48.15 of the Brussels Nomenclature	March 28, 1966
Registers, exercise books, notebooks, memorandum blocks, order books, receipt books, binders (looseleaf or other), file covers and other stationery of paper or paperboard; albums and book covers of paper or paperboard; all within heading 48.18 of the Brussels Nomenclature	March 28, 1966
Paper or paperboard labels, whether or not printed or gummed; within heading 48.19 of the Brussels Nomenclature	March 28, 1966
Ties and bow ties, knitted or woven, within heading 60.05 or 61.07 of the Brussels Nomenclature	March 28, 1966
Handkerchiefs within heading 61.05 of the Brussels Nomenclature	March 28, 1966
Safety helmets for motor cyclists, within heading 65.06 of the Brussels Nomenclature	March 28, 1966
Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses, within heading 70.13 of the Brussels Nomenclature; stands and handles of base metal designed for such glassware	November 30, 1965
Windows (including french windows) of steel and parts and accessories therefor within heading 73.21 of the Brussles Nomenclature	January 13, 1966
Crown corks within heading 83.13 of the Brussels Nomenclature	March 28, 1966
Typewriters (including automatic typewriters with tape punches), other than typewriters incorporating calculating mechanisms; automatic push-button paragraph selectors; all within headings 84.51 or 84.55 of the Brussels Nomenclature	February 14, 1966
Calculating machines; accounting machines and cash registers incorporating a calculating device; all within heading 84.52 of the Brussels Nomenclature	February 14, 1966
Hectograph and stencil duplicating machines within heading 84.54 of the Brussels Nomenclature	February 14, 1966
Primary dry batteries within heading 85.03 of the Brussels Nomenclature	March 28, 1966
Binoculars and field glasses and eye-piece shields therefor, within heading 90.05 of the Brussels Nomenclature; rubber rain guards therefor classified under heading 40.14 of the Brussels Nomenclature	February 14, 1966
Vacuum flasks and other vacuum vessels, complete with cases, within heading 98.15 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	November 30, 1965

Alderman Alastair Melhuish, the Mayor and Bailiff of Hemel Hempstead, accompanied by the Deputy Mayor, visited a number of local firms recently. He is seen here (third from left) at the factory of Avica Equipment Ltd., specialists in the production of piping systems and components. From left to right are Mr. P. E. Chorley, general sales manager of Avica; Mr. George Dews; Alderman Melhuish; Mr. A. Clark, senior export officer, Board of Trade; Alderman Barrett, Deputy Mayor; Group Captain E. A. Warfield, chairman of the Hemel Hempstead Manufacturers' Association which organized the visit; and Mr. C. W. G. T. Kirk, Town Clerk. The Mayor also visited Kodak Ltd., Addressograph-Multigraph Ltd., and Dexion Ltd.

New Books

Company Law, by Kenneth Smith and Denis J. Keenan (295 pages. Pitman, 30s.). The authors' aim has been to provide a readable textbook on company law for the use of students preparing for the intermediate and final professional examinations of the secretarial and accountancy professional bodies, and for other students who are required to have an adequate knowledge of company law. This is the third book designed for this readership which Smith and Keenan have produced; *English Law* and *Essentials of Mercantile Law* were the previous titles. In the present volume, the various aspects of company law are dealt with in 16 chapters. The eighth schedule of the Companies Act, 1948, dealing with accounts, has deliberately not been given detailed treatment, since the authors consider that this subject is better dealt with as part of a course on accounting. The book has two appendices. One summarizes the report of the Jenkins Committee on company law reform. The other is a distinctive feature of the book, and comprises extended summaries of 200 important company law cases, arranged in the order of citation in the text. This is useful not only to the student, who can study either text or cases independently, but also to other readers who, needing for any purpose to acquire a knowledge of company legislation, will find in this book a clearly written account unencumbered by case summaries, which in many other textbooks are included in the text. The customary indexes to statutes and cases, and a general index, complete the book.

The Complete Guide to Investment, by Gordon Cummings. 3rd edition. (221 pages. Penguin Books, 4s. 6d.). This book aims to give the salient facts about all kinds of saving, from the simplest to the most complex. The new edition brings up to date the information on National Savings, changes in Stock Exchange commissions and procedures, current conditions in insurance and building society affairs, and the fiscal changes in the 1965 budget, particularly the capital gains tax. It contains a five-page glossary of stock exchange terms.

The History of the Institute of Chartered Accountants in England and Wales, 1880-1965 (269 pages. Heinemann, 42s.). The need to combine to improve the status of accountants, by the introduction of rules of professional conduct and a required standard of skill, began to be felt in the second half of the last century; and the first steps were taken in 1870 when both the Incorporated Society of Liverpool Accountants and the Institute of Accountants in London were formed. This book, which has been edited for the Institute of Chartered Accountants in England and Wales by Sir Harold Howitt, tells the story from these early days and records the growth of the profession and its influence on legislation and public affairs. The first part is a historical narrative, which brings past controversies to light and shows how they have helped to mould the Institute's present character and organization. The outstanding stages in its domestic affairs – from the grant of the Royal Charter in 1880 to the union with the Society of Incorporated Accountants in 1957 – are dealt with thoroughly, but they are always linked with the changing economic, Parliamentary and social scene, with the demands of wartime and other national emergencies, and with the development of accounting techniques such as mechanical book-keeping, management accounting, data processing and computers. In the second part of the book a number of internal matters, such as the organization of the profession, education and examinations, and the overseas activities of the Institute, are dealt with in greater detail.

A Latin American Common Market? by Sidney Dell (336 pages. Published for Chatham House by the Oxford University Press. 55s.). Issued under the auspices of the Royal Institute of International Affairs. The author examines the economic structure of Latin America and takes as his thesis the necessity of regional integration to form viable economic units to help attain tolerable living standards. Mr. Dell emphasizes that integration can succeed only within a general context of political and social change, and that a common market cannot be established in the midst of economic and social stagnation. In this well-documented study the author analyses the steps already taken towards integration, the Latin American Free Trade Association and the Central American Common Market, and examines such problems as transport and communications, and the role of foreign enterprise. The appendices include the texts of the main treaties and other documents concerned with Latin American integration.

Report on the Footwear Market in the USA, and **Report on the Footwear Market in Canada.** British Footwear Manufacturers' Federation, 72 Dean Street, London, W.1 (21 pages each. 50s. and 40s. respectively). These two publications are the latest in a series which has covered several foreign markets including Austria and Switzerland. The United States has the highest rate of *per capita* footwear consumption in the world and the publishers of this report therefore regard the United States as a market offering great opportunities for expanding our export sales. The report contains useful information on the structure of the distribution industry in the United States, advice on the provision of samples and quotations, and on the packaging and advertising of products for export. The report on Canada covers much the same ground, its second half being devoted to the structure of retailing and advice on how to break into the export market. Both these reports contain useful statistical tables showing, amongst other things, figures for production and consumption. The relevant tariff rates are also given.

Gibraltar (19 pages. Federation of Commonwealth Chambers of Commerce, 75 Cannon Street, London, E.C.4. 5s.). Gibraltar has been seriously affected by the economic blockade by Spain and the local Chamber of Commerce has been concerned to utilize the help and advice of British businessmen in coping with Gibraltar's particular problems. In response to an invitation from the local Chamber, a United Kingdom Mission was sent in November, 1965, by the Federation of Commonwealth Chambers of Commerce to discover what assistance could be given by British businessmen and how local businessmen could help themselves. The report of the Mission assesses the overall economic situation of Gibraltar as it was at the end of 1964 and makes suggestions as to possible lines of development.

National Research Development Corporation: An Introduction (10 pages. NRDC, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1. Free). This booklet provides a brief account of the Corporation's aims and activities. The NRDC has also recently published **Help For The Inventor,** by Denys Parsons (16 pages. Free). Mr. Parsons answers questions put by an imaginary composite inventor, active in a variety of fields, and covers the elementary facts which the inventor should know about patenting. He explains what help the NRDC and other bodies can give to the private inventor. This booklet is an expanded version of an article which appeared in the *New Scientist* on December 30, 1965.

Optical Tooling in Industry, by John D. McGrae (122 pages. Iliffe. 35s.). Originally published in the United States, this volume describes optical techniques developed in the aircraft industry for measuring, aligning and inspecting operations performed in industrial manufacturing. Aimed at manufacturing and process engineers the book indicates the potentialities of optical measurement, alignment and collimation; how time and cost savings can be effected; and presents examples of optical tooling applications.

Costing for the Rubber Manufacturing Industry as an Aid to Management. Revised edition (82 pages. Federation of British Rubber and Allied Manufacturers, Trafalgar House, 9 Whitehall, London, S.W.1. 17s. 6d., by post 18s. 6d.). This booklet has been designed to interest medium sized and smaller firms in modern methods of budgetary control. Prepared by the Accountants' Committee of the Federation, this edition has had chapters on marginal costing and ratios added which should be of special value to manufacturers anxious to increase the volume of their exports. There is an illustrative example of the costing system showing specimen budgets and detailed reports for an imaginary company.

Other publications

ANGLO AMERICAN TRADE DIRECTORY 1966. 420 pages. Published jointly with *Anglo American Trade News* by the American Chamber of Commerce (United Kingdom), 75 Brook Street, London, W.1. £4, post paid.

The Journal of Commerce ANNUAL REVIEW 1966. 352 pages. *The Journal of Commerce and Shipping Telegraph,* 17 James Street, Liverpool 2. 10s.

UNITED KINGDOM DAIRY FACTS AND FIGURES 1965. 189 pages. The Federation of United Kingdom Milk Marketing Boards. 7s. 6d. for single copies, 6s. each for five or more copies, from the Milk Marketing Board of England and Wales, Public Relations Division, Thames Ditton, Surrey.

Readers are reminded that a guide to the considerable range of books and pamphlets which are available to the British exporter, and are intended to help him in his work, is provided by **What to Read on Exporting,** by D. W. Bromley. This bibliography lists nearly 400 items concerned with the mechanics of exporting and with problems which must be faced in dealing with individual markets or particular commodities. *What to Read on Exporting* is available, price 14s., from the Library Association, 7 Ridgmount Street, Store Street, London, W.C.1.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 641, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2579.

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
April 19 to 22	**Earth moving and civil engineering equipment plant ancillaries and spares, motor vehicles**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272)**

Earth moving and civil engineering equipment: Military type towed scrapers; Aveling Barford and Muirhill dumpers; International B6K3 tractor (diesel); Blaw Knox BK 12 Mk II grader (Leyland diesel); AEC 3 way 10 ton tippers; Albion 20 ton tractors; AEC 'Matadors'; twin wheeled 50 ton trailers; Scammel breakdown trucks; mobile cranes; Bedford hydraulic tipper. Douglas 'Tugmaster' flight deck tractors.

Plant ancillaries and spares: NCK '304' complete crane to dragline conversion sets; Blaw Knox channels, blades, main frames, saddles, cutting strips and arm lift supports; Fowler tracks 20″ plates; Fowler track rollers; Ruston Bucyrus '19RB' Fairleads.

Motor vehicles: Ferguson machinery trucks and industrial and agricultural tractors; Bedford, Austin and Commer trucks (3 to 7 tons); Morris Mini vans; Hillman 'Huskeys'; Ford 'Escort', 'Popular', 'Anglia', 'Zephyr' and 'Consul' saloons; Morris 'Mini Minor' and 'Minor 1000' saloons, Austin 'Champs' (with Rolls-Royce engines); Bedford 15 hp. 'Utilecons'; Morris-Commercial utility vans; Estate cars; Thames trucks (3 and 5 tons); Fordson machinery trucks with lathes; Coventry Climax fork lift trucks (diesel). Also 6 Fordson/Sulzer, Bedford/Sulzer, Bedford/Leyland and Thames/Leyland self propelled fire pumps (700 galls per min); 12 Leyland Climax 'Godiva' trailer mounted fire pumps (500 galls per min); 6 Dennis trailer mounted fire pumps.

April 28	**30 Timber built huts 70 ft by 18 ft and 30 ft by 11 ft as now standing at Henlow (Bedfordshire) RAF Station for removal off site.** **Approximately 7000 yards run of ·0225/3 and ·1/4 PILC electric cabling as now laid at Graveley (Huntingdonshire) RAF Station, together with No. 4 transformers, etc.**	**All to be sold by auction at Henlow RAF Station.**	**Messrs. Robinson & Hall, 14 and 152 St. Paul's Square, Bedford. (Tel. Bedford 52201)**
April 28	**Miscellaneous stores and equipment**	**No 25 Maintenance Unit, RAF Hartlebury Worcs.**	**Nock & Joseland (Dept L) 65 Coventry Street Kidderminster (Tel. Kidderminster 2053)**

Clothing and equipment: Greatcoats; jackets; blouses and trousers; raincoats; khaki drill clothing; woollen pullovers; socks and stockings; shirts and collars; pants and vests; string vests; PT vests; gym shorts, navy blue clothing, denim clothing, combat clothing; lightweight flying suits; airman's caps and berets, cotton scarves; WRAF kit bags; air travel bags; holdalls; water bottles.

Footwear: Black boots and shoes; black leather flying boots; fur-lined flying boots; cold weather boots; rubber knee boots; canvas shoes etc.

Electrical equipment: Rotax motors; generators; alternators; transformers; regulators; invertors and convertors; rectifiers; alkaline dry batteries; battery chargers; and charging panels; landing lamps and various lamps; electric fans and heaters; switches; wall sockets; cable; test equipment; meters and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types; epidiascopes; episcopes; enlargers, glazing drums; exposure meters; various lenses; photographic paper and plates, film and bromide paper, chemical and miscellaneous equipment.

General stores: Ball and roller bearings; aircraft wheels and miscellaneous aircraft spares; fuel pumps, actuators, hydraulic equipment; fire extinguishers; rubber dinghies; brake equipment; lashing gear; panniers; wooden cases and crates; furniture and a large quantity of miscellaneous equipment.

May 6	**Plant and equipment, domestic and office furniture, miscellaneous stores, including:**	**Command Ordnance Sub-Depot, Reed Hall Colchester.**	**Fenn, Wright & Co., (Dept L), 146 High Street, Colchester. (Tel. Colchester 73171).**

Hand operated crane; portable solid fuel boilers; 4,000 water containers; miscellaneous tool kits; paint spraying plant; lawn mowers; jacks; vices; Graham & Normanton boring and screw cutting lathes 28″ SOB; 36″ Wadkin circular saw bench; charging, lighting and generating sets; 2 Ross epidiascopes; 3 Ellis & Newton 35mm projectors; Planet 17 HP diesel industrial tractor; scrap metals; office safes; clothing including khaki greatcoats; battle dress; woollen vests and drawers; boots and shoes; webbing equipment; suitcases; carpets; blankets; oak furniture including writing and other tables; bureaux; chests; oak and steel wardrobes; sideboards; arm and upright chairs; settees; kitchenware etc.

May 10	**Machine tools, plant and equipment, miscellaneous stores including:**	**Royal Ordnance Factory, Royal Arsenal, Woolwich S.E.18.**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3.**

Drilling shaping and grinding machines; Jones & Lamson 4″ x 40″ Automatic Thread Grinders; portable electric drills; upright single spindle drilling machines; fly presses; pneumatic grinders; woodworking machines; oil fired magnesium furnace and tank; air compressors; hand operated overhead gantry; 10 Evinrude 50 hp outboard motors; batteries; Medical and Dental Equipment; miscellaneous furniture; clothing and textiles; kitchenware; webbing; mixed rags etc.

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALES BY TENDER—MACHINE TOOLS

(a) Single-spindle automatics; vertical borer; drills; plain and surface grinders; capstan, centre and disc lathes; horizontal, vertical and universal millers; straightening press; planing, slotting, shaping, engraving, welding and gear cutting machines; bending rolls etc.

Location: Ministry of Defence (AD), Ordnance Storage and Disposal Depot, Rotherwas, Hereford.

PLANT and EQUIPMENT

(b) Mesh belt conveyor furnaces and shaker hearth furnaces (with associated equipment); rotary drum cleaning machines; degreasing plant; pickling, washing and draining plant; phosphating plant; conveyor and elevator equipment; pitch, inspection and testing machines; spraying and stoving plant; factory rider tractors.

Location: Ministry of Defence (AD), Ordnance Storage Depot, Harrogate Road, Yeadon, Near Leeds, Yorks.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales, in the case of (a) Sales 4 (b)(ii) Room 419, and (b) Sales 4(a)(ii), Room 427, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned (a) by 10 a.m., May 12, 1966 and (b) May 11, 1966. Permission to view on presentation of Tender Form only.

Statistics

The economy: selected indicators

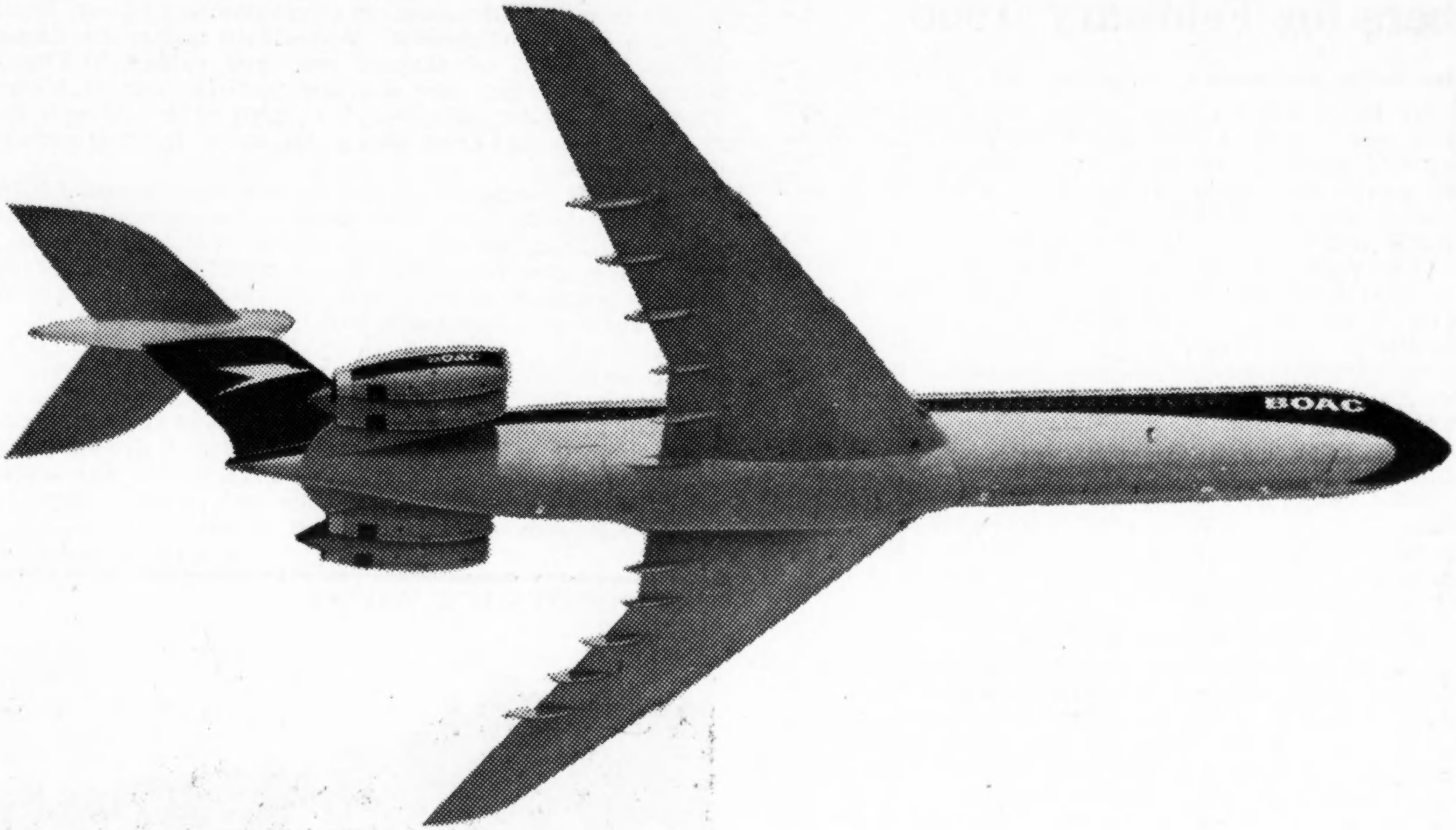
Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	128*	132	152*	147	125	108	159*	132	161	189*	158*	+324*	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	161	138	161	191	158	+ 59	+ 49	—10	+12
2nd quarter	127	131	151	145	123	107	158	127	165	184	159	+ 97	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+119	+ 71	+21	+20
4th quarter	129*	132	155*	151	126	109	161*	130	164	195*	159*	+ 49*	— 4	+13	+18
1965															
August	..	132	..	..	..	} 108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February						109									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices											at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter					113·6*	131·0*		279	260	+ 5	— 5			
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	165·0	285	245	— 1	— 1	158	146	..
February			134·4	+4·5	114·0*	131·1*	165·4	277	260	+15	+ 6	159	159	..
March					113·9*	131·2*		274	274	+14	+10			

† Not seasonally adjusted. * Provisional.

BOAC cares...



about going places, quietly.

The BOAC VC10 is triumphantly swift, silent, serene. It's the most advanced, the most powerful, jetliner in the world.

So, what does this mean to you?

The VC10 gets off the ground faster. Lands slower. Its powerful Rolls-Royce engines are at the back, so all the noise gets left behind you. The seats took over two years to perfect. You get extra legroom, better support, more cushioned-comfort.

So, how does it compare with other things?

The VC10 is half the length of a football pitch. As high as a three-storey house. You could play a game of cricket on each wing. It weighs more than 150 family saloon cars. And its four engines produce more power than 250 London buses.

So, where does it fly?

The VC10 flies to and from the U.S.A. To the Caribbean. To Africa. The Middle East, India. And the Far East. And flying in the BOAC VC10 costs no more than the normal air fare.

So? Join the BOAC VC10, quietly going places.

BOAC TAKES GOOD CARE OF YOU **BOAC VC10**

BRITISH OVERSEAS AIRWAYS CORPORATION

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February 1966

Unit value index numbers of imports and exports (*Table 1*)

In February the rounded overall import and export unit value indices both rose one point from their January levels to 108 and 111 respectively. However, the movement in the import index was marginally greater than in the export index, causing the terms of trade to fall to 102 (1961 = 100).

The overall import unit value index rose by half per cent in February due mainly to increases of 1 per cent in both the indices for food, beverages and tobacco and basic materials. About half this rise in the food, beverages and tobacco index was caused by an increase in the average values of fresh fruit and vegetables and unmanufactured tobacco. The increase in the basic materials index was mainly due to increased average values for imported metalliferous ores.

The small increases in the overall export unit value index and in the manufactured goods index (both recorded as rises of one point in the rounded index) were due mainly to increases of 1 per cent in the indices for metals and for other manufactured goods, and also to a rise of over a half per cent in the textiles index. A slight rise in the non-manufactured goods index was reflected as a rise of one point in the rounded index.

Volume of imports and exports (*Table 2*)

The volume of imports has been expanding in recent months following a period of little change in the second half of 1965. In the three months December to February imports by volume (seasonally adjusted) were over 3½ per cent more than in the previous three months after having declined a little from the high levels reached last summer. Higher imports of fuels accounted for a large part of the increase in the volume of imports in the most recent three months, but imports of manufactures also increased markedly. A substantial increase in the volume of finished manufactures was recorded, together with a fairly sharp increase in imports of semi-manufactures. The volume of food imports and of basic materials continued to decline.

Imports of the commodity group comprising food, beverages and tobacco continued to decline after the sharp rise in the summer of last year, despite a higher volume of tobacco imports in recent months. In the latest three months the volume of food, etc., imports was nearly 2 per cent less than in the previous three months. The decline in imports of basic materials which was evident at the end of last year has continued recently and in the period December to February their volume was slightly more than 1 per cent lower than in the previous three months. Fuel imports, which were at a high level in the first half of 1965 fell sharply in the autumn, but have been rising rapidly since then. In the latest three months they reached a peak level, nearly 17 per cent more than in September to November, and 11 per cent more than the average for the whole of 1965. Imports of manufactured goods, including finished goods and semi-manufactures, were over 5 per cent higher in volume in the most recent three months than they had been in the previous three. Higher imports of finished manufactures accounted for the larger part of the rise. The volume of these imports rose by 9 per cent in the latest three months following a period of little change. The volume of imports of semi-manufactures was nearly 3 per cent higher after falling throughout much of last year.

The volume of total exports has continued to expand strongly in recent months. In the latest three months the volume increased by over 4½ per cent compared with the previous period. The volume of exports of manufactured goods also rose by over 4½ per cent (seasonally adjusted) in the three months December to February compared with the previous three months. There was a further strong rise (almost 20 per cent) in the volume of 'Other manufactured goods', partly reflecting higher exports of precious stones. The recovery in exports of machinery and transport equipment, already evident in the second half of last year, has continued and in the latest three months the volume of these exports was 3 per cent higher after allowing for seasonal factors. The decline in volume of most other categories of manufactured goods continued, although exports of chemicals were almost unchanged. Exports of textiles continued to decrease and their volume in December-February was 3 per cent less than in September to November. There was a further fall (about 1 per cent) in the volume of exports of metals; they had eased back at the end of last year after strong growth earlier.

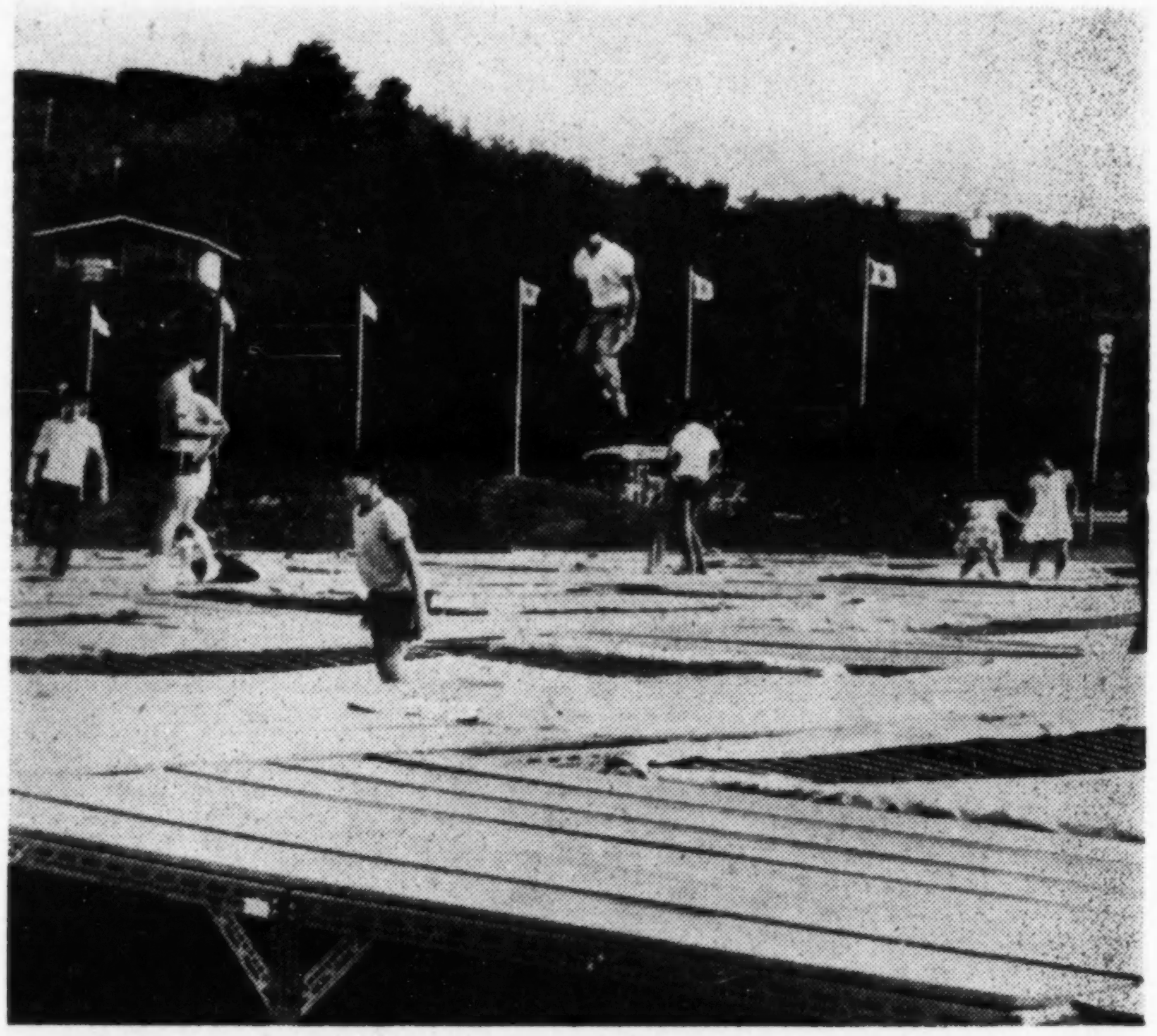
The volume of exports of non-manufactures increased by nearly 2½ per cent in the latest three months. Among non-manufactures, exports of food, beverages and tobacco increased by over 7 per cent in the most recent period and more than offset the further falls in the exports of basic materials, which were 2 per cent lower, and in fuels (over 1½ per cent less).

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*Continued on next page*)

TRAMPOLINES FOR TOKYO



Each year a large bank of trampolines is installed in the pleasure park in the Karuizawa Highlands, north-west of Tokyo, with access provided by a series of walkways framed in Dexion Slotted Angle. During the summer, the Dexion walkways stood up to 30,000 eager trampoline bouncers. Now the framework has been dismantled and stored, but there were plans to re-use the Dexion during the winter to support a skating rink or dance floor. When the 'bouncing' season comes again the same material will be back around the trampolines.

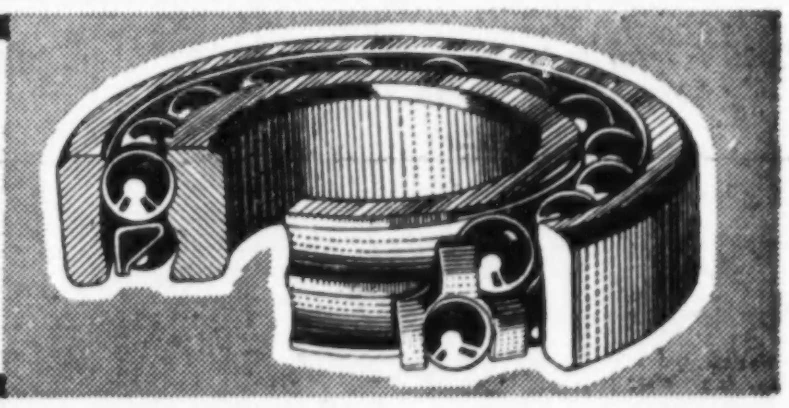
ROLLER & SPINDLE COVERING — PRECISION GRINDING
for INDUSTRY
RUBBER, CORK and
OTHER COMPOSITIONS
LONGS Limited
Factory: Hersham Trading Estate WALTON-on-THAMES 26242

United Kingdom import and export unit value index numbers
TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1964 January	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

(*Continued on next page*)



BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
895-921 FULHAM RD LONDON SW6
RENOWN 6174 TELEX 23453

United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1965 February	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*101*	*112*	*120*
2nd quarter	*120*	*102*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*125*	*138*	*109*	*110*	*109*	*129*	*104*	*103*	*104*	*121*
4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1965 February	*110*	*87*	*107*	*141*	*121*	*118*	*115*	*118*	*133*	*102*	*102*	*116*	*137*
March	*117*	*94*	*112*	*154*	*130*	*117*	*118*	*116*	*133*	*107*	*110*	*110*	*136*
April	*118*	*105*	*112*	*141*	*128*	*115*	*112*	*116*	*135*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*142*	*152*	*113*	*116*	*113*	*126*	*103*	*108*	*109*	*127*
June	*118*	*99*	*106*	*138*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*141*	*143*	*124*	*128*	*123*	*135*	*111*	*121*	*120*	*131*
August	*126*	*118*	*109*	*133*	*145*	*116*	*114*	*116*	*126*	*99*	*109*	*116*	*126*
September	*119*	*103*	*107*	*125*	*139*	*115*	*136*	*112*	*130*	*108*	*107*	*110*	*109*
October	*120*	*103*	*106*	*135*	*141*	*116*	*122*	*116*	*131*	*104*	*112*	*115*	*120*
November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
Dec ember	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*126*	*147*

Sales by wholesale textile houses in February

SALES BY WHOLESALE textile houses in February were 2 per cent higher than a year earlier, compared with increases of 4 per cent and 3 per cent in January and December respectively.

The value of stocks held at the end of February was 4 per cent lower than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1964 Year	112	+ 4	..	..
1965 Year	113	+ 1	..	..
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
3rd quarter	113	+ 2	149	—2
4th quarter	138	Nil	118	—5
1965 February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1
August	102	+ 4	154	—1
September	158	+ 1	149	—2
October	148	— 5	135	Nil
November	141	+ 3	131	—2
December	125	+ 3	118	—5
1966 January	71	+ 4	124	—4
February	92	+ 2	142	—4

Percentage of corresponding values for 1965.

Analysis by Department

	Sales		Stocks (b)
	Feb. 1966	Jan. 1 to Feb. 28	Feb. 1966
Women's knitted outerwear, blouses and skirts	108·1	125·9	101·8
Women's coats, costumes, furs and raincoats	108·8	107·3	100·1
Women's underwear	92·9	90·2	86·5
Women's hose and children's socks	104·0	101·0	71·5
Women's millinery	101·6	103·7	110·4
Haberdashery, ribbons and wool	98·7	104·7	100·0
Children's wear	111·0	106·6	92·0
Men's and boys' shirts, pyjamas and outfitting	108·2	102·5	105·9
Gloves	89·1	91·4	74·1
Piece-goods and nets	102·8	109·0	99·3
Household textiles	96·3	98·1	99·0
Floor-covering, furniture and hardware	103·8	97·3	108·0
Grand total (a)	101·6	102·5	95·9

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

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Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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Gold reserves March 1966

HM TREASURY announce that the gold and convertible currencies reserves fell by £27 million during March to stand at £1,276 million at the end of the month.

Cinema admissions and takings in February

DURING February, counted as a 4 week period, the weekly average of admissions to cinemas in Great Britain was 5.8 million and the weekly average of gross box office takings was £1.26 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, April 8.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Tile of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
				BRITISH	
Look at Life Series 29: *Boxes of Tricks*	Br/E 31208	9	April 4	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Doomsday at Eleven	Br/E 31210	55	April 5	Ranworth Film Services Ltd.	Parroch Films Ltd.
Movietone News 1921	Br/E 30857	9	April 7	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1921A	Br/E 30858	7	April 7	,, ,,	,, ,,
Pathe News 66-27	Br/E 30943	8	April 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-28	Br/E 30944	8	April 7	,, ,,	,, ,,
				FOREIGN	
The Tenderfoot	F 31209	70	April 5	Walt Disney Productions Ltd.	Walt Disney Productions.
The Swingin' Set	F 31211	85	April 6	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc.
Frankie and Johnny	F 31212	88	April 6	United Artists Corp. Ltd.	Edward Small Productions.

Turnover of the catering trades, laundries, dry cleaners, and hairdressers in February

IN FEBRUARY as in recent months the turnover of the catering, laundry, dry cleaning and hairdressing trades all continued to show increases when compared with a year earlier.

Catering trades

The total turnover of the catering trades in February was 5 per cent higher than a year earlier. This was a rise similar to the average of recent months.

All of the four kinds of business shown separately in Table 1 showed increases in turnover when compared with a year earlier, but the rise in February recorded for both licensed hotels and holiday camps and restaurants, cafes, etc., were somewhat lower than experienced recently. This is to some extent explained by the fact that the turnover recorded in licensed hotels and holiday camps was, for the time of the year, fairly high in February 1965.

Laundries and dry cleaners

In February the total turnover of laundries and dry cleaners was 7 per cent higher than a year earlier, a rise substantially greater than in January but very much in line with those on average of the latter half of 1965. The figures for laundries and dry cleaners when considered separately followed a similar pattern.

Hairdressers

The turnover of all hairdressers in February was 2 per cent above that of February 1965. This increase is similar to that during the recent past and continues the fairly steady modest growth in hairdressers' receipts when compared with a year earlier. A fairly similar experience was recorded in the turnover data for men's hairdressers and men's and women's hairdressers' shops when considered separately.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) 1960 = 100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965	133	111	136	151	136	107	110	114	127	132	147	155	156	142	137	124	144
	1966	116(b)					115	116										
	1965	+6	+5	+7	+4	+6	+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	+6
	1966	+6(b)					+7	+5										
Licensed hotels and holiday camps (£169 million)	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965	136	91	144	188	121	83	90	99	119	132	172	198	204	168	145	104	116
	1966	90(b)					89	92										
	1965	+6	+6	+6	+4	+7	+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	+7
	1966	+5(b)					+7	+2										
Restaurants, cafes, etc., and fish and chip shops (£307 million) . .	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965	129	107	132	151	124	103	106	111	122	126	146	154	162	141	129	120	123
	1966	110(b)					110	110										
	1965	+7	+6	+7	+6	+8	+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	+8
	1966	+5(b)					+6	+3										
Public houses (£711 million) . .	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965	136	114	138	147	144	112	115	116	132	134	145	152	149	140	139	127	162
	1966	122(b)					120	123										
	1965	+6	+4	+8	+4	+6	+1	+9	+3	+14	+1	+10	+3	+3	+5	+9	+5	+5
	1966	+8(b)					+8	+7										
Canteens and catering contractors (£102 million)	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965	126	129	124	116	136	128	129	131	122	133	117	116	110	121	132	142	134
	1966	132(b)					132	132										
	1965	+4	+8	+2	+2	+5	+7	+6	+10	—1	+10	Nil	+3	+5	—1	+3	+5	+6
	1966	+2(b)					+3	+2										

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1966, turnover was the four weeks from January 30, 1966, to February 26, 1966; the corresponding period in 1965 was from January 31, 1965, to February 27, 1965.

(b) Cumulative figure for January to February compared with corresponding period of 1965

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Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	117(b)					112	122										
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4(b)					+2	+7										
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	119(b)					116	122										
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3(b)					+1	+6										
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	114(b)					106	121										
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6(b)					+3	+9										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a) and (b) to Table 1

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	107(b)					105	108										
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3(b)					+3	+2										
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	112(b)					114	110										
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+3(b)					+3	+2										
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	105(b)					102	107										
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2(b)					+2	+3										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a) and (b) to Table 1.

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WHOLESALE PRICE INDEX NUMBERS

Materials prices higher in the first quarter

PRICES OF MATERIALS and fuel used in manufacturing industry increased by 2 per cent in the first quarter. The renewed rise in these prices in the last six months has more than offset the slight weakening which occurred in the middle months of last year and the provisional index for the first quarter is 2½ per cent more than a year earlier. The recent rise has been in both the food and non-food sectors but, whereas the food index was still 1 per cent lower in the first quarter compared with a year earlier, the non-food index was up by nearly 4 per cent.

Output prices rose a little further in the first quarter according to the provisional index for all manufactured products. These early indications suggest that the slower rate of increase in output prices, which developed during the second quarter last year, has persisted

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965				1966	1965						1966		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	107·7	107·6	106·9	108·1	110·1*	107·7	106·6	107·1	107·4	107·8	108·6	110·0*	110·3*	110·1*
	Basic materials	103·3	103·2	102·3	103·5	105·7*	103·3	102·1	102·6	103·0	103·2	104·1	105·6*	105·8*	105·7*
	Fuel	141·2	141·1	141·8	143·4	144·3*	141·4	141·8	141·9	142·9	143·3	143·8	143·8	144·5*	144·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·7	110·9	110·5	111·5	113·6*	110·0	110·2	110·6	111·1	111·4	111·9	113·0*	114·0*	113·9*
	Basic materials other than fuel . . .	104·2	105·7	105·0	106·0	108·3*	104·5	104·7	105·2	105·6	105·9	106·4	107·6*	108·7*	108·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·8	102·2	100·3	102·0	103·6*	104·1	99·5	101·0	101·0	101·6	103·4	104·6*	103·4*	102·9*
263 to 277	Materials and fuel used in the chemicals and allied industries.†	116·1	118·1	117·1	116·9	117·2*	117·5	117·0	116·3	116·7	116·9	117·0	117·3*	117·3*	116·9*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	138·6	140·4	140·6	142·5	146·5*	139·0	140·6	140·9	141·5	142·7	143·4	145·0*	147·0*	147·4*
361	Materials and fuel used in the electrical machinery industry.	128·9	130·8	131·2	133·8	138·9*	129·3	131·2	131·4	132·4	134·0	135·1	137·2*	139·6*	139·9*
Order X	Materials and fuel used in the textile industries	93·6	93·8	94·3	96·3	96·3*	93·0	94·1	94·6	95·7	96·5	96·7	96·0*	96·3*	96·5*
Order XIV	Materials and fuel used in the timber industries	119·4	119·8	120·3	120·6	120·8*	119·5	120·4	120·3	120·4	120·6	120·8	120·7*	120·9*	120·9*
Order XV	Materials and fuel used in the paper industries .	114·9	115·0	115·2	113·3	112·9*	115·0	115·1	115·1	114·2	112·9	112·7	112·9*	112·9*	113·0*
Order XVII	Construction materials	128·8	130·3	130·9	131·4	131·9*	129·2	130·9	131·0	131·2	131·4	131·6	131·6*	131·9*	132·2*
Part of Order XVII	House building materials	129·8	131·5	132·2	132·6	133·2*	130·1	132·2	132·2	132·4	132·6	132·8	132·8*	133·2*	133·7*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965				1966	1965						1966		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	All manufactured products:														
	Total sales	126·5	128·4	129·1	129·7	130·5*	126·9	129·1	129·3	129·4	129·7	130·2	130·3*	130·5*	130·6*
	Home market sales	127·5	129·8	130·4	130·9	131·6*	127·9	130·4	130·5	130·6	130·9	131·3	131·4*	131·6*	131·7*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:														
	Total sales	126·9	127·7	128·6	129·3	129·9*	127·4	128·6	128·9	128·9	129·3	129·5	129·8*	129·9*	130·0*
	Home market sales	128·3	129·2	129·9	130·5	131·0*	128·8	130·0	130·1	130·2	130·5	130·7	130·9*	131·1*	131·2*
211 to 229	Products of the food manufacturing industries: Home market sales	120·8	120·3	120·1	121·1	122·4*	121·1	119·9	120·2	120·4	120·5	122·4	122·0*	122·6*	122·9*
263 to 277	Chemicals and allied industries:														
	Total sales	107·9	108·3	108·1	108·0*	108·6*	108·3	108·1	108·0	107·9	108·0	108·0	108·4*	108·7*	108·8*
	Home market sales	109·4	109·7	109·3	109·2	109·9	109·7	109·3	109·1	109·1	109·2	109·3	109·6*	110·0*	110·1*
311 and 312	Iron and steel industries:														
	Total sales	130·2	131·7	132·2	132·1	132·5*	130·5	132·3	132·3	132·1	132·0	132·3	132·4	132·5*	132·5*
	†Home market sales	135·3	136·7	137·2	137·1	137·2*	135·4	137·2	137·1	137·1	137·1	137·1	137·1	137·2*	137·2*
Order X	Textile industries other than clothing:														
	Total sales	111·4	111·7	111·3	112·0	112·6*	111·4	110·9	111·9	112·1	112·2	111·8	112·4	112·8*	112·8*
	Home market sales	109·4	109·8	110·2	111·0	111·2*	109·4	110·2	110·5	110·9	111·1	111·1	111·2	111·3*	111·3*
Order XII	Clothing and footwear: Home market sales .	114·1	115·1	115·7	116·3	117·3*	114·3	115·7	115·9	116·1	116·3	116·6	117·2*	117·4*	117·3*
Order XIV	Timber industries: Home market sales . .	121·1	121·7	122·9	123·5	124·3*	121·4	123·0	123·2	123·3	123·6	123·7	124·1*	124·3*	124·6*
481 to 483	Paper industries: Home market sales . .	118·3	118·7	118·6	119·0	119·7*	118·6	118·6	118·6	118·6	119·1	119·4	119·6*	119·8*	119·8*
Order XVI	New construction‡	132	133	134	136	136*	132		134			136			136*

*Provisional figure. †The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡Index of building costs figures relate to average for the quarter.

in the opening months of this. The rise in prices in the last six months has been most noticeable in the food sector, the provisional index being about 2 per cent higher in the first quarter compared with the third quarter of last year; the provisional non-food index rose by less than 1 per cent in the same period.

Materials and fuel used in broad sectors of industry

The rise in the food index in the first quarter was due largely to higher prices for imported and home grown cereals. In the non-food group of industries the largest increases, compared with the fourth quarter, were in materials used in mechanical engineering and in electrical machinery, reflecting the big rise in copper prices, and these two indices were up by 6 per cent and 8 per cent respectively on a year earlier. The provisional index numbers for chemicals and timber were a little higher than in the preceding quarter; there was no change in textiles and a small fall in paper. Compared with a year earlier, chemicals and timber were up by about 1 per cent, the textiles index was some 3 per cent higher, but the index for the paper industries was down by nearly 2 per cent, due to the decline in woodpulp prices. The index numbers for construction materials and for house building materials were up by about 0.5 per cent on the fourth quarter and by 2½ per cent on a year earlier.

Output of broad sectors of industry

The main contributors to the rise in the provisional food index in the first quarter were bread and bacon. There were increases in each of the non-food sectors shown in Table 1 in the first quarter, ranging from a marginal change in the iron and steel index to a rise of nearly 1 per cent in clothing and footwear. Compared with a year earlier all index numbers were higher, the smallest increases being 0.5 per cent in chemicals and the largest, nearly 3 per cent, in clothing and footwear. The provisional index for costs of new construction was unchanged in the first quarter from the preceding quarter, but was 3 per cent more than a year earlier.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965		1966		
	Mar.	Sept.	Jan.	Feb.	Mar.
Coal†	159·0	153·8	158·6	159·6*	159·6*
Slates	172·5	183·9	183·9	183·9	183·9
Salt	111·0	110·7	111·0	111·0	111·0
Flour	117·5	117·3	117·3	117·3	117·3
Sugar, refined	127·0	112·5	118·5	112·2	113·0
Chocolate and sugar confectionery	111·0	111·1	111·1	111·1	111·2*
Beer	119·3	127·2	127·7	127·7*	127·7*
Tobacco and cigarettes	139·3	154·6	154·6	154·6	154·6
Hard coke	177·0	177·0	177·0	177·2	177·2
Motor spirit, standard grade (including duty)	122·7	122·7	122·7	122·7	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·9	128·9	130·0	130·0	130·0*
General chemicals	101·1	100·6	101·6	101·6*	101·6*
Pharmaceutical chemicals	64·0	63·2	62·7	62·7	62·5*
Pharmaceutical preparations	101·1	101·3	101·9	102·9	103·1*
Toilet preparations	138·4	142·1	143·8	144·4	144·4*
Paint for building and decorating	115·9	116·3	116·1	116·1*	116·5*
Soap	151·4	155·5	154·7	154·7	154·7*
Soapless detergents	106·4	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	74·8	74·8	74·5	74·5*	74·6*
Steel sheets	134·2	135·4	135·2	135·2	135·2
Tinplate	127·0	127·2	127·2	127·2	127·2
Other steel goods (excluding tubes)	134·7	136·5	136·6	136·7	136·7
Steel tubes	141·0	144·3	144·2	144·2	144·2
Iron castings	148·3	150·1	150·9	151·6*	152·8*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	145·2	145·2	145·2
Rolled	136·3	136·3	136·3	136·3	136·3
Castings	144·1	144·1	144·1	144·1	144·1
Forgings	138·3	138·3	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	132·4	144·5	194·4	225·6	223·6
Photographic paper and films, etc.	126·0	126·1	126·1	126·1	126·1*
Spectacles, etc.	130·2	140·4	140·4	140·4	140·4
Dental goods	137·9	142·3	142·7	142·8	142·8
Gramophone records	138·5	138·5	138·5	138·5	142·6*
Domestic electrical appliances	101·5	101·8	101·8	102·2	102·3*
Perambulators, etc.	128·0	128·0	128·0	128·0*	128·0*
Tools and implements	149·8	151·5	152·5	153·9*	153·9*
Cutlery	135·6	136·1	136·1	136·1*	136·1*
Cutlery (other than razors and razor blades)	138·8	140·3	140·8	140·8*	140·8*
Spoons and forks	153·4	157·8	159·2	159·2*	159·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3*	163·3*
Domestic hollow-ware	156·5	158·0	164·2	165·4	165·4*
Domestic gas appliances	113·2	113·2	113·5	113·5	113·5
Cotton yarn	97·4	97·9	98·0	98·1	98·2*
Spun rayon yarn	107·5	107·8	104·0	104·1	104·1*
Irish linen yarns (wetspun)	127·2	124·1	125·1	125·1	125·1*
Cotton cloth	105·4	106·8	107·0	106·9*	106·9*
Linen	130·9	131·5	136·0	136·2	136·2*
Rayon and acetate fabric	119·6	121·0	120·8	120·8*	120·8*
Wool tops	77·1	80·9	79·6	79·0	79·5*
Worsted yarns	89·9	93·8	96·5	96·3	97·0*
Harris tweed	108·3	111·8	111·8	111·8	111·8
Serge cloth	97·4	99·1	102·0	102·0	102·2
Jute yarn	125·4	125·4	130·7	133·2	134·2*
Jute piece-goods	127·8	128·4	136·4	139·7	141·9*
Rope, twine and net	122·8	122·1	119·7	119·5*	119·5*
Hosiery and other knitted goods	101·1	101·3§	101·6	101·6*	101·6*
Carpets and rugs	127·8	127·8	127·5	127·6*	127·6*
Canvas goods and sacks	105·2	116·7	117·5	119·0*	119·0*
Leather for footwear	108·8	114·7	120·4	123·8	123·8*
Travel goods	127·8	128·9	131·0	132·3*	132·3*
Made-up clothing	113·6	115·3	116·4	116·6*	116·6*
Weatherproof outerwear	104·6	105·0	105·7	105·7*	105·7*
Men's and boys' tailored outerwear	114·8	118·0	118·7*	118·7*	118·8*
Women's and girls' tailored outerwear	110·9	112·0	113·6	113·6*	113·6*
Women's and girls' light outerwear	112·1	113·7	113·9	114·6*	114·6*
Footwear (excluding rubber)	114·8	115·1	116·6	117·1*	117·3*
Refractory goods, including bricks	149·8	150·0	150·0	150·0	150·0*
Non-refractory goods, including bricks	131·4	133·5§	133·4	133·6*	133·6*
Building bricks, common, other than fletton, *ex works.*	137·4	140·5§	140·2	140·1*	140·1*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	120·0	120·0
Electrical porcelain	132·8	132·8	137·6	137·6	137·6
Domestic china and earthenware	143·0	150·8	151·0	151·0	151·0*
Glass (other than containers)	135·2	137·1	138·0	138·0	138·0*
Glass containers	124·3	130·7	130·7	130·7	130·7

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figure.

WHOLESALE PRICES, *continued*

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965		1966		
	Mar.	Sept.	Jan.	Feb.	Mar.
Cement, delivered	124·5	131·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	117·5	118·2	118·9	118·9	118·9*
Home-grown hardwood	105·4	107·8	106·8	106·8*	106·7*
Domestic furniture	122·8	125·7	126·8	126·8*	126·8*
Bedding, etc.	117·6	118·5	121·3	121·3	121·3
Wooden boxes, packing cases, crates, etc.	123·7	125·5	127·3	127·3	127·3*
Paper and board	115·1	115·1	115·1	115·3*	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	119·6	120·0	122·6	122·9*	122·9*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	123·2	123·2	123·2*	123·2*
Manufactured stationery	123·7	123·7	124·1	124·4*	124·4*
Other manufactures of paper and board	112·1	112·1	111·8	111·8*	111·8*
Rubber tyres and tubes	123·4	129·9	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	119·8	122·5	122·2	122·3*	122·3*
Rubber footwear	135·2	135·0	135·0	135·0	135·0
Linoleum and felt base	142·0	142·0	142·4	142·4	145·6*
Brushes and brooms	141·6	143·0	143·7	145·1	145·1*
Toys and games	126·0	127·1	131·1	132·0*	132·1*
Sports equipment	134·6	137·2	143·9	143·9*	143·9*
Pens and pencils	115·4	115·7	116·0	116·0*	116·0*
Other stationers' goods	132·7	133·4	133·4	133·4	133·4
Plastic mouldings	105·4	106·2	105·8	106·3*	106·3*

* Provisional figures.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965		1966		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	90·0	105·8	115·7	125·3*	125·3*
Imported	96·3	112·7	126·0	139·2*	139·2*
Native	80·5	95·3	100·3	104·4	104·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	180·5	193·7	244·9	273·4	273·4
Lead, ex-ship, wharf or warehouse†	148·7	108·8	113·3	109·7	110·1
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	180·8	212·1	197·9	195·4	190·2
Zinc, ex-ship, wharf or warehouse	146·5	139·0	140·3	139·0	139·5
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	117·3	105·9	108·4	105·8	105·8*
Palm oil, c.j.f., in bulk	129·0	107·2	106·8	106·7	106·7*
Whale oil, acid, soft, naked, ex-works	90·4	96·8	86·9	82·0	82·0*
Pyrites, c.j.f., United Kingdom ports	61·4	65·8	64·1	64·1	63·5
Rubber, No. 1 R.S.S. one month future	106·6	98·9	103·3	104·3	104·3
Sulphur, crude (for acid making), c.i.f.	71·9	82·0	104·7	104·7	104·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·6	157·2	157·9	159·1	159·9*
Cotton, raw	71·7	70·1	69·7	69·6	69·6*
Jute, raw, 'Export Firsts', c.i.f. Dundee	143·7	138·4	154·6	165·0	167·2*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	142·4	136·0	147·3	162·2	163·3*
Silk, raw, delivered mill	140·8	134·7	153·9	151·4*	150·7*
Sisal, East Africa No. 1 Grade, c.i.f. London	109·7	100·9	98·0	98·0	98·0*
Wool, raw	74·8	80·4	82·5	82·2*	82·3*
Crossbred, medium and coarse, c.i.f. U.K.	84·1	93·0	88·9	88·9*	88·9*
Crossbred, fine, c.i.f. U.K.	74·8	82·7	86·2	86·2*	86·2*
Merino, c.i.f. U.K.	69·0	73·4	77·7	77·7*	77·7*
Timber:					
Imported hardwood (ex-yard or wharf)	114·8	115·5	116·0	116·0*	116·2*
Imported plywood (delivered to consumers)	119·3	115·8	116·5	116·5*	116·5*
Imported softwood (delivered to consumers)	118·0	118·4	118·4	118·4	118·4*
Woodpulp, imported	104·4	104·4	101·0	101·0	100·9*

* Provisional figures.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757. Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February 25* 1966.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*
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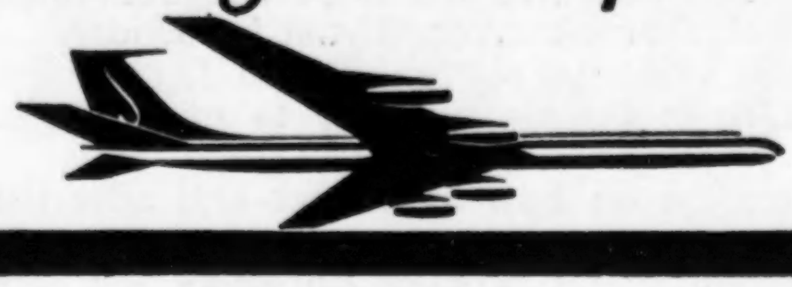

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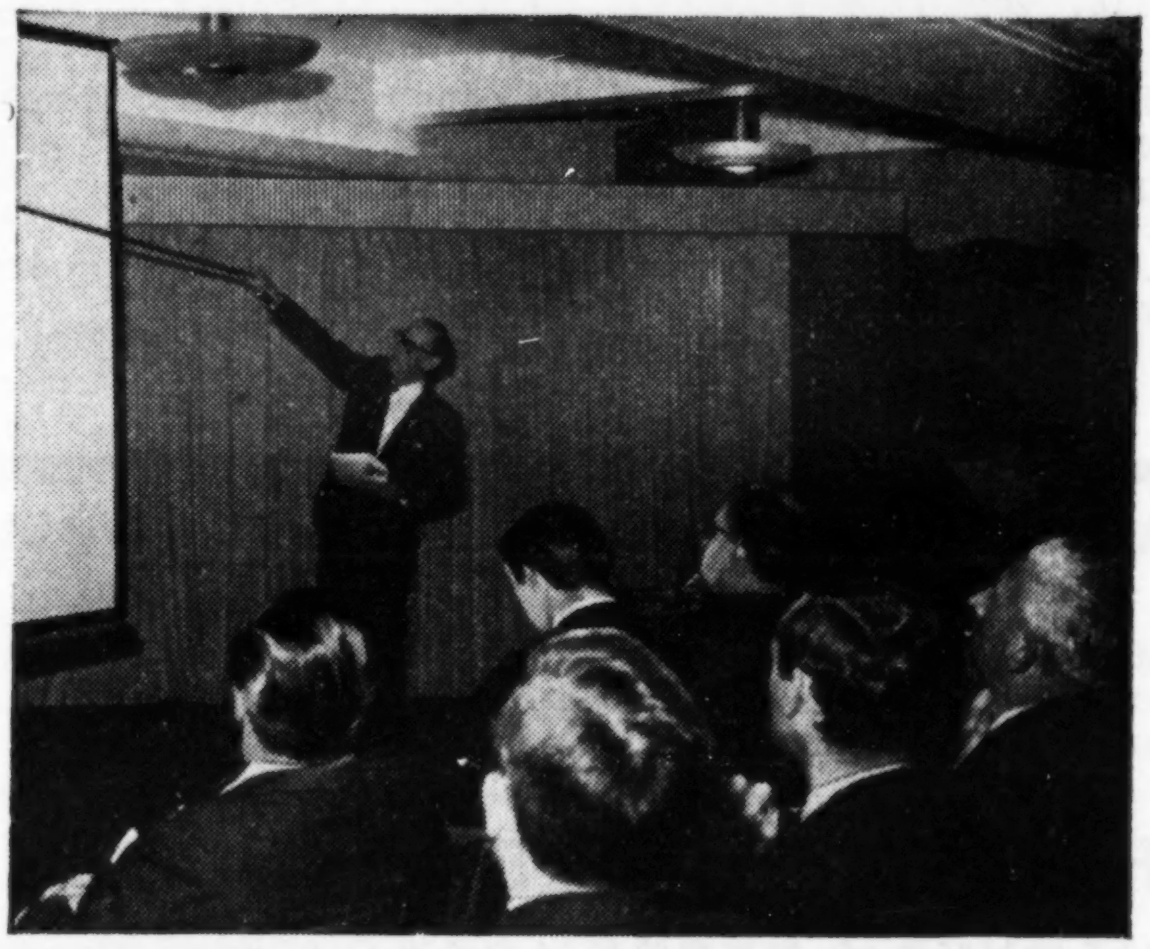

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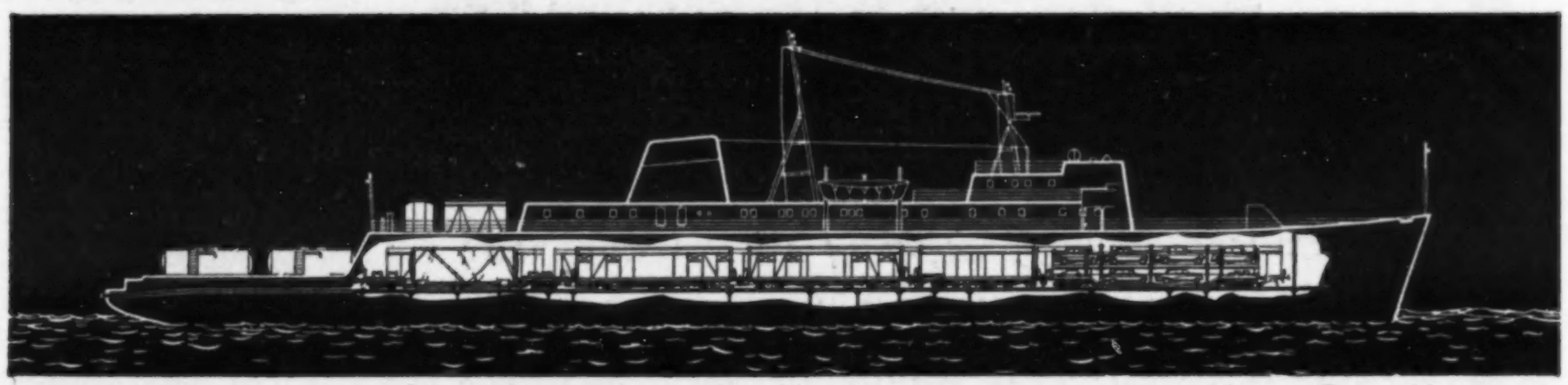

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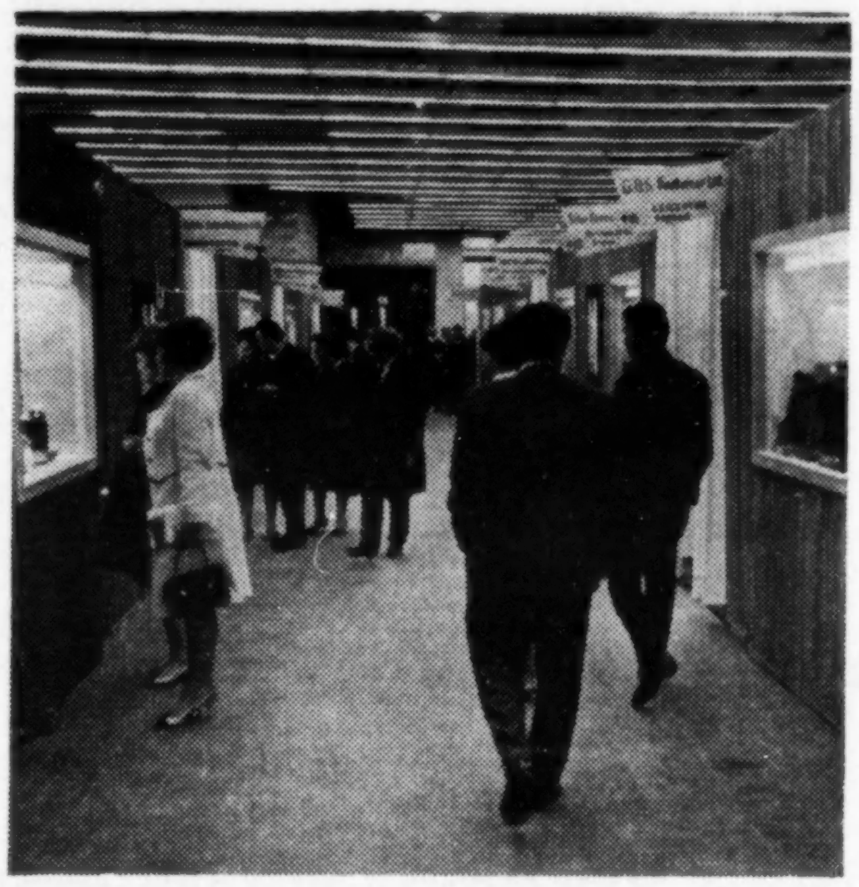
Exhibitions and Fairs

'Brisk business' for British shoe firms at Düsseldorf

A report from the Commercial section, British Consulate-General, Düsseldorf.



Visitors to the Joint Venture stand organized by the Board of Trade and the British Footwear Manufacturers' Federation at the European Footwear Display, Dusseldorf.

THE 21ST EUROPEAN Footwear Display (GDS) was held in Düsseldorf from March 26 to 28. The fair is held twice annually and shows footwear fashions for autumn and winter at the March fair and principally spring and summer styles at the September event.

Before 1965 non-EEC members were excluded from this Footwear Fair and some idea of how much it is gaining in popularity since opening up its doors to other countries can be gathered from the fact that the gross hall area at this event amounted to 37,200 sq. metres as compared with 36,000 sq. metres at the last one. The net stand space measured 18,059 sq. metres.

The number of participants at this year's event was 331 of which 147 were foreign firms from 9 countries, an increase of 12 per cent over the last show in September. The largest contingent of foreign exhibitors was from Italy (55), followed by France (36) Netherlands (18) and Great Britain (13). Foreign participation now amounts to 44 per cent of the total.

Corresponding figures between this year's show and the last one are given below but it will be observed that there was, unfortunately, a decline in British participation.

	20 GDS	21 GDS
Belgium	5	6
Finland	3	—
France	33	36
Greece	1	—
Great Britain	18	13
Italy	49	55
Netherlands	13	18
Austria	13	10
Switzerland	—	8
Total	135	147

The Board of Trade and the British Consulate-General Düsseldorf co-operated with the British Footwear Manufacturers Federation in organizing a Joint Venture of member firms of the Federation occupying 563 sq. metres of space, comprising twelve exhibitors' boutiques and an information stand. The British show was situated in Hall F 3, where a wide range of fine quality footwear was on display. It was the third time the British shoe industry exhibited and it can be said that British participation this time was highly successful and perseverence is now paying off. There was appreciably more activity than in September 1965. The British firms who had been at the previous events felt that buyers visiting the fair are now seeking out the British stands, which despite their location on the third floor, were attracted by the high quality products offered. Criticism was raised at the previous exhibitions, particularly by those firms taking part for the first time, on the grounds that they were away from the main stream of visitors.

Business in all cases was brisk and most British exhibitors said they would come again. The styles offered were in the main quite acceptable for the market. Rounded and 'chisel' toes are the fashion again and points are definitely out. It would be wrong to single out any one firm as all expressed satisfaction with the results achieved. But it should be mentioned here that most of the orders taken were from firms outside the Common Market, in particular from the EFTA countries. The prohibitive tariff barrier was stated to be the cause of this.

Although the German market is a difficult one to tackle there is no reason why British manufacturers eager to accept the challenge should not continue with their efforts. As a German minister put it a short time ago 'Foreign competition also helps to bring a breath of fresh air to the German market'.

Generally speaking, as far as the British exhibitors were concerned, this fair showed a great advance over the two previous ones and is evidence that perseverence will be rewarded. The pointers were generally favourable.

Standards Exhibition

THE STANDARDS DIVISION of the Ministry of Technology's National Physical Laboratory have been taking part in an exhibition organized by the British Standards Institution at Imperial College, London, on April 14 and today. The exhibition is intended to help all those concerned in industry and education with the change to the metric system of measurement.

Bremerhaven-Grimsby 'Twin City' British Week

A BRITISH WEEK was formally opened on March 20 by Oberbürgmeister Selge in Bremerhaven, a thriving seaport, with a population of 143,000, north-east of Bremen on the Weser-Mündung, in the presence of HE Sir Frank Roberts, the British Ambassador in Germany.

Bremerhaven is the 'twin city' of Grimsby, the two towns having close connections principally arising out of their respective long-established fishing industries. A delegation from Grimsby, headed by the Mayor and Mayoress, Mr. and Mrs. Petchell, and supported by the Town Clerk and members of the Town Council, also attended the opening days of the British Week. A visit from HMS 'Dundas' added an appropriate naval touch; and a Black Watch pipe band provided colour and music on the town square.

Other activities included a display of the history of photography; performances of British works in two theatres, starting with a gala performance of Benjamin Britten's 'Midsummer Night's Dream'; plays performed by a local amateur group and by the Caxton Hall Players from Grimsby.

The celebrations had a strong commercial flavour. Bremerhaven's five principal stores – which include two branches of important German chain stores – together with a number of smaller Bremerhaven retailers, co-operated fully, and with the help of display material provided by the Board of Trade, contrived to convert the principal shopping areas into a colourful exhibition of British goods.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376.)

In some of the larger stores whole departments were given over to the display and sale of British goods. Five thousand square metres on three floors of one store alone were devoted to some 700 items of British merchandise ranging from costume jewellery and postage stamps to an E-type Jaguar. BEA also provided a stand in this store in which travel literature was displayed and a bilingual hostess answered a host of inquiries about holidays in Britain.

Men's ready-to-wear clothing attracted much favourable comment and giftware, blankets, babies' perambulators also attracted interest as did the ever-popular British porcelain and chinaware. British confectionery was so popular that the first display was sold out completely within an hour or so before the opening of the event.

Demonstrations and displays of British foodstuffs drew many interested housewives, and a number of customers, having bought samples, returned later for more. The restaurant of the largest department store provided British meals, the chef producing a special 'Queen pastry' from a recipe in a British cookery book for afternoon tea.

Managers and owners of all stores which participated were well pleased with the public interest shown in the British exhibits, and with the increased numbers who visited their stores during the Week. There is no doubt that strong latent interest exists in Bremerhaven, which could be developed by wider publicity devoted to familiarizing the German market with British goods which are at present little known to them.

Midland Bank Service at the

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April 30 - May 8 1966

The Midland Bank's specialised service for overseas traders will be available in Hanover throughout the period of the Fair.

Any help or advice required during this time in connexion with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development. He can be contacted at the Hotel Regina, 5 Ernst-August Platz, Hanover 3. Tel: 27631.

If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone: MONarch 9944) or through any one of our 2,600 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Lyons fair shows serious British intentions in French market

THE INTERNATIONAL TRADE FAIR in Lyons – the Foire de Lyon – ended on April 4 with generally satisfactory reactions from 103 exhibitors in the British Joint Venture Scheme. The scheme was organized by the Board of Trade and the Export Council for Europe as the curtain raiser for certain categories of goods for British Week in Lyons next October.

Although much activity in the stands was reported, exhibitors varied in their reports of orders taken. Many were specifically seeking agents for the French market and were successful.

The British exhibit has stimulated Lyons retailers for British Week and the size of the British contingent compared with the tiny representation in previous years has convinced the French of Britain's serious intentions in the market.

Kenwood and Morphy Richards, marketing jointly, reported at least £5,000 of new business. The Kenwood Chef mixer and washing-up machine elicited the most interest. Morphy Richards, newer to the French market, were doing well with their rotary iron and toaster. Kenwood exhibited in the general parts of the Foire as well as on the British stands.

Dexam of Goodwood, who manufacture and distribute a wide range of tableware, reported £3,000 worth of new business at the Foire, including 30 new accounts.

One inquiry for £450 for Coalport China was subject to obtaining a licence for Tunisia.

Dexam has increased its busines in France over the past three years from £15,000 to over £120,000. Dexam added Coalport China to their range 18 months ago and now hold 20 per cent of British exports of bone china to France. They attributed this success to an all-French staff and because stocks are held in a Paris depot for immediate delivery. A new depot will be set up in Lyons for British Week next October.

Bass, the brewing company, found 25 new outlets for bottled and draught beer. On one day alone it gave away 700 glasses of beer.

Bennett Associates of Berners Street, excluded from fashion shows at the Foire owing to non-membership in the local syndicate, showed enterprise by arranging its own fashion show, complete with taped Scottish music. It showed tartan skirts, plasticized cotton rainwear, 'pop' art knitwear by Lochinvar of Glasgow and textile piece-goods.

Clothing was outside the true scope of the Foire so Bennett took a stall in the Lyons Street Market to bring its merchandise to public notice. Bennett secured a local agent as a result of the Foire and expect to do well at the forthcoming British Week.

Peggy Nesbitt, miniature doll manufacturer of Weston-super-Mare, first time in the French market (and recent Design Award winner), was a sentimental favourite on the main British stand. Orders for nearly 2,000 Guardsmen, Beefeaters and Bobbies dolls selling for approximately £2 each were received by the middle of the week. An as yet unconfirmed inquiry for 15,000 dolls was also received from a large chain of shops throughout France. Miss Nesbitt arranged an agent for her products during the Foire.

Antler Luggage, also new to the French market, successfully sold to specialized outlets in Lyons and were encouraged to increase their efforts for British Week.

VISIT BRITAIN

Sir Henry Lintott, British High Commissioner to Canada, and Lady Lintott found Wedgwood collector's mugs most appealing when they visited a Wedgwood Exhibition at the British Trade Association Display Centre in Montreal recently.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

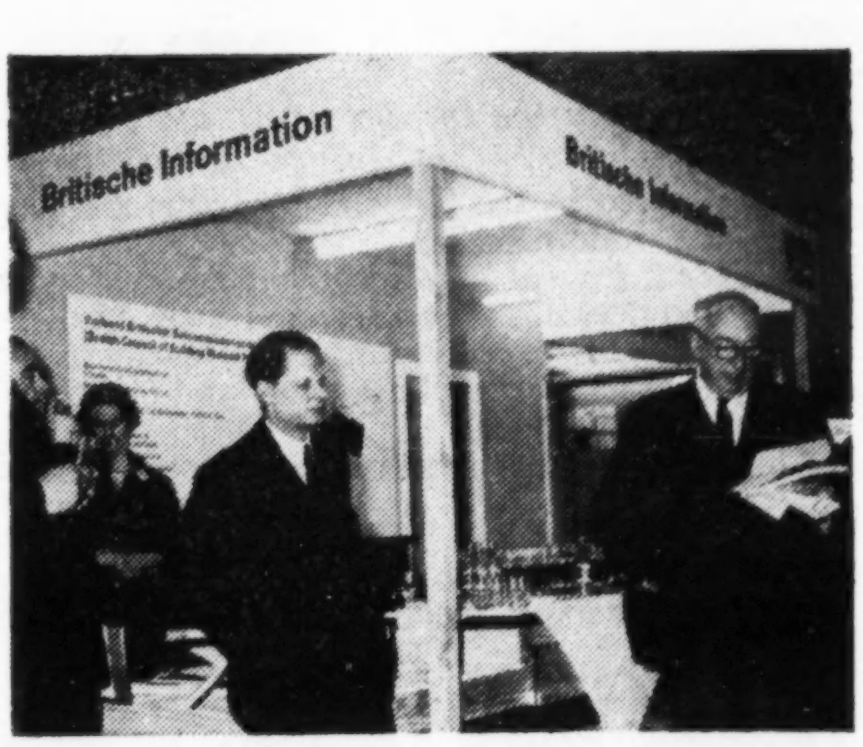
Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Successful Joint Venture at BAU '66

NINE FIRMS exhibited on the British combined stand at BAU '66 arranged under the 'Joint Venture' scheme by the National Council of Building Material Producers in association with the Board of Trade. BAU '66, a biennial event, is the second exhibition of building materials to be held in conjunction with BAUMA, the annual international exhibition of contractors' plant and equipment. 420 exhibitors from 13 countries took part in BAU '66 and 91,000 visitors were recorded from 49 countries. The international nature of the exhibition was well illustrated by the serious inquiries received by one of the British exhibitors from Germany, Switzerland, Denmark, Holland, Greece and Turkey. Other British exhibitors reported inquiries from Austria, France, Belgium and Finland.

Lord Mitchison, then Parliamentary Secretary, Ministry of Land and Natural Resources, representing the Minister of Public Buildings and Works, addressed in German a press conference on the British stand. The organizers say the British combined stand at BAU '66 was an undoubted success which should lead to a greater share of the valuable German market in building materials for British firms and to valuable export business in many other countries.



Lord Mitchison (right), then Parliamentary Secretary, Ministry of Land and Natural Resources speaking at a press conference on the British combined stand at BAU '66 Munich. Also seen in the picture above is HM Consul General in Munich, Mr. G. M. Baker.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Bulgaria

FOLLOWING negotiations in Sofia, arrangements for Anglo-Bulgarian trade during the twelve months ending March 31, 1967, were signed on April 1, 1966.

The arrangements follow the pattern established last year and provide for the continued removal of quota restrictions on the import of some industrial and agricultural goods from Bulgaria. No change has been made in the list of goods which may be imported under Open General Licence, but a few items have been added to the list of those which may be imported freely from Bulgaria under Open Individual Licence.

The general prohibitions and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

For the benefit and information of traders the lists relating to imports and exports are reproduced below. Annex A lists the goods which are subject to restrictions on import from Bulgaria and Annex B (Part 1) lists some of the restricted goods for which specific quotas have been established. The United Kingdom export list is at Annex C.

Trade with Bulgaria in recent years has been:

£ million	1961	1962	1963	1964	1965
U.K. imports (c.i.f.) . .	3·3	3·3	3·7	4·4	5·4
U.K. exports (f.o.b.). .	1·8	1·2	2·1	2·8	3·8

ANNEX A

Goods the import of which from Bulgaria remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, chilled or frozen beef and veal and venison and their offals).
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon).
Chapter 4 (except headings 04·05 and 04·06 and butter oil, butter fat and anhydrous butter).
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal).
Chapter 17 (except heading 17.04 and sugar of a polarization not exceeding 98° invert sugar, molasses, syrups and other forms of liquid sugar).
Chapter 65.
Heading 01.02.
Heading 08.13.
Heading 20.04
Heading 27.09.
Heading 27.10.
Heading 27.11.
Heading 27.13 (except mineral waxes).
Heading 69.11.
Heading 69.12.
Heading 69.13.
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears.
Grapefruit juice and orange juice.
Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole), toluene and xylenes.
Hides and skins, tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (*canabis sativa*).
Rubber footwear.
Flat glass 3 mm. nominal thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeons knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors.
Typewriters and parts.
Transistorized radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains).
Aircraft of an all up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches).
Watch parts (other than watch glasses and cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass Christmas tree ornaments.
Goods as defined in the First Schedule of the United Kingdom Open General Import Licence: radioactive substances, feathers of birds and articles wholly or partly of feathers, arms and ammunition.

ANNEX B

Imports from the People's Republic of Bulgaria into the United Kingdom during the period April 1, 1966 to March 31, 1967

Goods of Bulgarian Origin or Manufacture

PART I

Item No.	Description of Goods	Value £'000 (c.i.f.) unless otherwise stated
1	Toys and games	60
2	Domestic pottery and porcelain articles	40
3	Christmas tree decorations (glass)	15
4	Fabrics and made up goods of cotton . . .	20
5	Silk fabrics	25
6	Woollen textiles and woollen ready-made clothes .	10
7	Rubber footwear	30
8	Matches	P.M.
9	Fresh tomatoes (of which not more than 60 tons may be imported during the period April 1 to October 31 . . . . . . *Tons*	600
10	Onions and shallots . . . . . . *Tons*	1,900

Item No.	Description of Goods	Value £'000 (c.i.f.) unless otherwise stated
11	Fresh vegetables, the following: asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, peas (green), radishes, spinach and turnips . *Tons*	120
12	Cauliflower in brine	12
13	Dried vegetables being any of the vegetables specified in items 10 and 11, other than herbs dried in bulk .	370
14	Apple, blackcurrant and pear juices and syrups .	20
15	Apple concentrate	P.M.
16	Canned and bottled vegetables being any of the vegetables specified in items 10 and 11 . .	125
17	Quick frozen vegetables being any of the vegetables specified in items 10 and 11. . . . . *Tons*	250
18	Quick frozen fruits being any of the following: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 90 tons each for raspberries and strawberries and not more than 100 tons for blackcurrants) . . . . . *Tons*	600
19	Fresh apples and pears	20
20	Cheese and kashkaval	100
21	Fresh fruit being any of the fruits specified in item 18 except apples and pears . . . . *Tons*	200
22	Dried fruits being any of the fruits in item 18 .	350
23	Strawberry and raspberry pulp not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria . . . . *Tons*	1,500
24	Other fruit pulp, not containing more than 50% by weight of commercial sweetening matter being derived from any of the following fruit grown in Bulgaria: apples, cherries, currants, gooseberries, loganberries, pears and plums (of which not more than 400 tons for blackcurrant pulp) . . *Tons*	575
25	Canned and bottled fruits being any of the fruits specified in item 18 and any mixture of those fruits (of which not more than £50,000 for plums, £10,000 each for apples and blackcurrants and £10,000 for raspberries and strawberries taken together)	100
26	Jams and jellies being derived from carrots or any of the fruits specified in item 18 (of which not more than 770 tons for blackcurrant, plum, raspberry and strawberry jam and jelly taken together) . *Tons*	1,600
27	Canned pigmeat (other than ham and pork loin) .	55 (b)
28	Canned or fully cooked ham and pork loin . .	10 (b)
29	Fresh pork meat	P.M. (b)
30	Poultry, uncooked	P.M. (c)
31	Poultry, fully cooked, including canned boneless poultry	220 (d)
32	Butter . . . . *Tons*	805 (e)
33	Mushrooms in brine	5
34	Yoghourt	10
35	Fancy goods	5
36	Miscellaneous (subject to type)	100

Notes:

(a) Specific Licences are required for goods in Part I.
(b) Subject to Public Health Imported Food Regulations.
(c) Subject to Poultry Carcases Landing Order 1955.
(d) As defined by the Poultry Carcases Landing Order 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, S.I. 1934, No. 301.
(e) Quota as established under the arrangements for butter imports generally. An additional 250 tons of butter may be supplied in the period April to November 1966.

PART II

Some of the goods under open individual licences

Electric equipment and materials.
Station tractors, platform trucks and hoists.
Metalcutting and machine tools.
Carbamide and soda ash.
Zinc white.
Sodium nitrate.
Pharmaceuticals.
Carpets, hand-made.
Wooden articles and furniture.
Basketware.
Plastic toys.
Domestic glassware.
Leather jackets.
Other leather articles.
Leather footwear.
Books and periodicals.
Garlic, pickled cucumbers, vine leaves, sauerkraut.
Gherkins and paprika.
Tomato puree.
Canned tomatoes.
Tomato juice.
Juices and syrups of peaches, apricots and grapes.
Grapes.
Fresh apricots and peaches.
Dried apricots, peaches and prunes.
Nuts, including walnuts and almond kernels.
Apricot and peach pulp.
Canned apricots, peaches and grapes.
Jam and jelly from apricots, peaches, small tomatoes, figs, rose petals and grapes.
Wines and spirits.
Canned readymade dishes containing both meat and vegetables.
Canned beef and veal.
Chilled and frozen beef and veal.
Frozen rabbit meat.
Mutton and lamb (all forms).
Horsemeat.
Salami.
Pectin.
Preserved fish, freshwater fish and sturgeon.
Mineral waters.
Malt extract.
True hemp yarns and twines.
Ground cement.
Radio sets (excluding transistor radios).
Textile looms.
Ball bearings.
Sports articles including tents, other than made up goods of cotton canvas.

PART III

Some of the goods under open general import licence

Non-ferrous metal products.
Zinc white in blocks.
Lead in blocks.
Bismuth.
Cadmium.
Cement, unground.
Cellulose.
Cotton, raw.
Wool, raw.
Sheet iron.
Marble and granite in slabs.
Films exposed.
Tobacco, unmanufactured.
Chipboards.
Lard.
Beans, haricot.
Peanuts.
Ammonium nitrate.
Maize.
Sunflower seed.
Cotton seeds.
Vetches seeds.
Poppy seeds.
Attar and concrete of roses.
Peppermint and geranium oil.
Beech, including steamed beech.
Plywood and unassembled parquet blocks and strips.
Hides and furs.
Cotton, rape, maize, and sunflower oils.
Bristles.
Down and feathers of birds ordinarily used in the United Kingdom as articles of diet, and animal hair.
Dried herbs and dried drugs.
Red paprika.
Onion seeds and other vegetable seeds.
Coriander and aniseed.
Fennel.
Postage stamps.
Paper and printed matter covered by Open General Licence.
Flax waste, unmanufactured.
Hemp waste.
Casein, raw.
Colophony.
Bone glue.

(*Continued on next page*)

UNITED KINGDOM AND BULGARIA, *continued*

Imports from the United Kingdom into the People's Republic of Bulgaria during the period April 1, 1966 *to March* 31, 1967

Goods of United Kingdom origin or manufacture

PART I

The Government of Bulgaria will give general facilities for the imports of goods not mentioned in Part II of this list and will give facilities especially for the following types:

Breeding livestock, food including fish, agricultural products and beverages.
Chemicals, dyestuffs, paints and pigments, pharmaceuticals, fungicides, insecticides, weed killers and fertilizers, plastic materials (including transparent cellulose film) and synthetic resins.
Mineral manufactures.
Ferrous and non-ferrous metals and manufactures thereof.
Machinery, plant, equipment and parts (including electrical), including that for agricultural, chemical, food and drink, textile, tobacco working, printing, packaging, paper converting, glass making and tanning industries; mechanical handling equipment; tractors; machine tools; engines (including marine), boilers, turbines and generating sets; pumps; ball and roller bearings; portable power tools and hand tools; data processing and other office machinery; refrigeration equipment.
Industrial and scientific instruments.
Radio, radar, television, telecommunication, navigation and signalling equipment (including domestic equipment) and components, and parts thereof.
Railway rolling stock and equipment.
Aircraft, engines and equipment.
New and secondhand ships and boats.
Commercial vehicles including parts and accessories, and service equipment.
Wood veneers.
Textile yarns and man-made fibres.

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Leather and leather goods	10
2	Rubber manufactures including tyres . . .	75
3	Various papers and cigarette filters . . .	150
4	Textile manufactures and apparel, linoleum and leather cloth	40
5	Lace	10
6	Film equipment	10
7	Vehicles, other than commercial vehicles, including motor cycles, motor scooters, bicycles and motor assisted bicycles, and spare parts and accessories therefor	70
8	Films exposed	15
9	Books	30
10	Consumer goods, not elsewhere specified, including the following: . . . . Razors and razor blades. Clocks, watches and parts. Domestic appliances. Sports goods. Musical instruments, records and recording tapes. Adhesive tapes. Sensitized materials. Hearing aids. Jewellery. Smokers' requisites. Cutlery, pressure cookers and other domestic hardware. Cigarettes and other tobacco manufactures. Pens of all kinds.	100

Italy and Norway

THE ITALIAN MINISTRY of Foreign Trade announces that the Trade agreement between Italy and Norway signed on April 20, 1963, has been tacitly renewed until March 31, 1967, without changes.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 4668G.

Italy and Japan

THE ITALIAN MINISTER for Foreign Trade has announced in a Circular of March 3, 1966 that the quota for imports into Italy of cotton goods from Japan, will be increased for 1966 to 1,420 tons from the previous level of 1,140 tons. It will be divided between cotton yarns, woven fabrics and articles of clothing. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450). Reference CRE 3628/2/G.

Italy and Indonesia

THE ITALIAN MINISTRY of Foreign Trade announces that the trade agreement of May 23, 1951 between Italy and Indonesia has been tacitly extended for a further year to March 31, 1967. Reference CRE 4581/G.

Italy and Yugoslavia

THE ITALIAN MINISTRY of Foreign Trade announces that the trade agreement between Italy and Yugoslavia signed on March 23, 1963, has been tacitly renewed for a further year until March 31, 1967.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 2236G.

Morocco and Switzerland

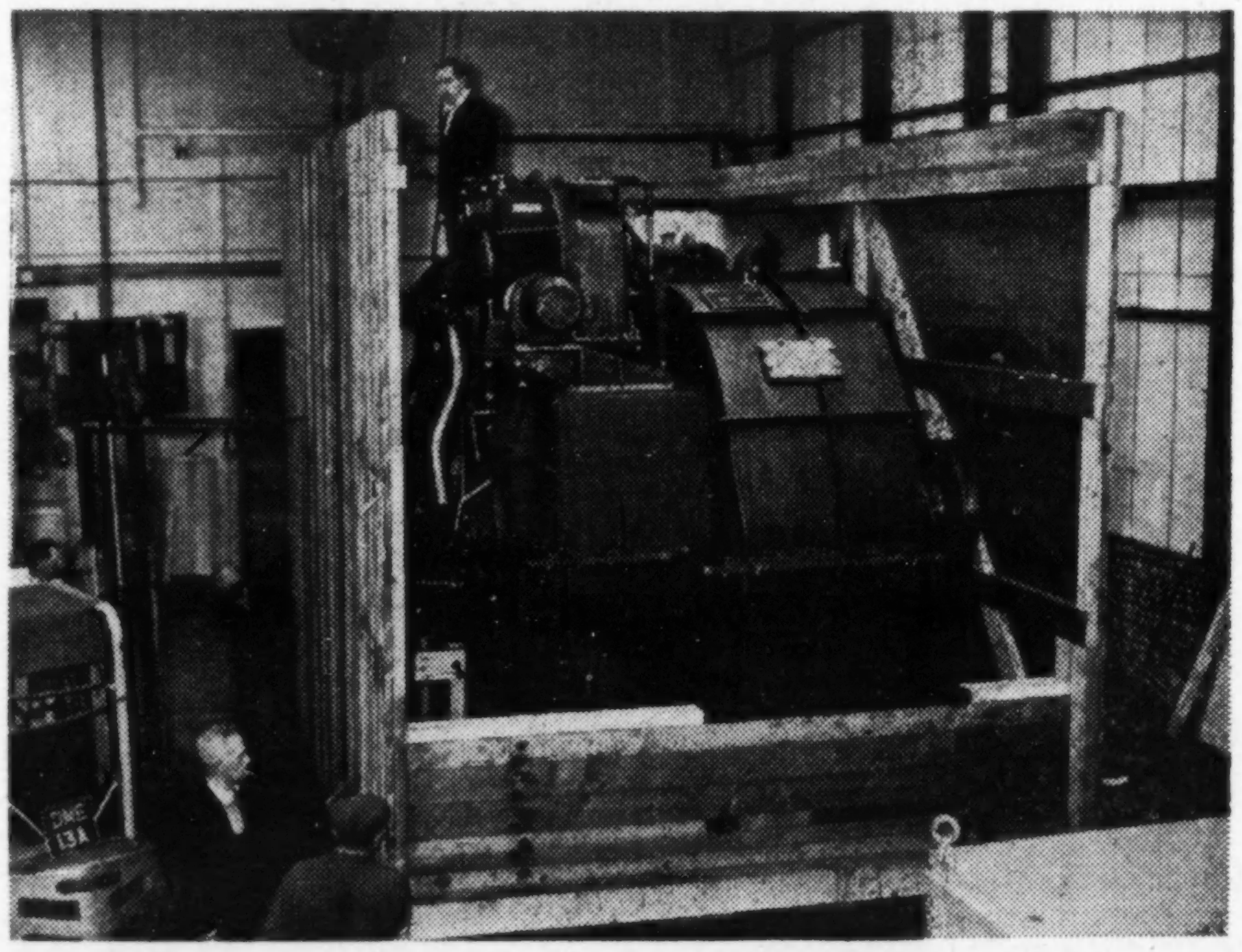
THE MOROCCAN *Bulletin Officiel* of February 16, 1966, announced the renewal, for a further year from January 1, 1966, of the trade agreement of 1957 between Morocco and Switzerland. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Tunisia and Hungary

THE TUNISIAN *Journal Officiel* of March 15-18 announced the renewal, for a further year from February 19, 1966, of the trade agreement of 1960 between Tunisia and Hungary as amended by the additional protocol of April 25, 1964. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449/450).



A 40-ton Hindmarch/MWD twin-engine reduction gearbox being packed for export to Sweden at the works of Lep Packing at Chiswick, London. Designed and manufactured by Modern Wheel Drive Ltd., of Chesham and Slough, Bucks, this is one of two gearboxes for the new passenger/vehicle ferry 'Svea Drott' to operate between Kiel and Korsor, Denmark.

JAPANESE OFFICIAL TOURS SCOTTISH HERDS

Mr. Susuma Toyota, head of Livestock Research to the Japanese Government, recently made a 16-day tour of Scottish herds, research establishments and agricultural colleges. He also went to the Perth Show and Sale. Mr. Toyota's visit was arranged by the Aberdeen-Angus Cattle Society and sponsored by the British National Export Council. The picture shows: Mr. Toyota focusing on 'Jock Eric of Eastfield', an Aberdeen Angus Stock Bull, at Eastfield of Lempitlaw farm, Kelso. In the background are (right) Mr. T. H. Brewis (owner of the bull), Mrs. Brewis, and Mr. W. R. Colville of Islebank, Angus.

We know
Australia

Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

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Head Office: **SYDNEY, N.S.W., AUSTRALIA**

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Killick, Martin (Southampton) Ltd., Havelock Chambers. Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee, Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(69/66) **Generating Sets** for Department of Supply. April 27. E.S.B. 13386/66.*

(70/66) **Valves – Water** for Department of Works. May 24. E.S.B. 13676/66.

Postmaster General's Department:
(69/66) **Tools.** May 19. E.S.B. 13388/66.*
(69/66) **Voice Relay Sets.** May 3. E.S.B. 13389/66.*

Snowy Mountains Hydro-Electric Authority:
(67/66) **Pumps.** (Further Information.) Closing date postponed to June 1. E.S.B. 41090/65.*
(68/66) **Water Turbines.** (Further Information.) Closing date postponed to June 1. E.S.B. 41087/65.*
(68/66) **Power Generators.** (Further Information.) Closing date postponed to June 1. E.S.B. 41089/65.*
(68/66) **Telemetering and Control Equipment.** (Further information.) Closing date postponed to May 25. E.S.B. 9072/66.*

(68/66) **Air Pollution Test Equipment** for State Stores Board. April 29. E.S.B. 13340/66.*

BRAZIL

(69/66) **Hydro-Electric Equipment** for Central Electrica de Furnas S.A. (Pre-qualification Information.) Apply by April 29. E.S.B. 13397/66.

(69/66) **Bridge Construction.** (Advance Information) for Consorcio Geotecnica Tecnosolo – Closing date not known. E.S.B. 13395/66.

BURMA

(67/66) **Coupling Spindle** for Industrial Development Corporation Steel Mill. April 29. E.S.B. 13330/66.*

Myanma Export Import Corporation:
(67/66) **Rope.** May 15. E.S.B. 13196/66.*
(67/66) **Pipe Seals.** May 15. E.S.B. 13200/66.*
(67/66) **Well Head Equipment and Accessories.** April 30. E.S.B. 13302/66.*
(67/66) **Lead Sheet.** May 15. E.S.B. 13198/66.*
(68/66) **Hose Unit Spares.** May 15. E.S.B. 13301/66.*
(68/66) **Copper Square.** April 30. E.S.B. 13312/66.*
(68/66) **French Chalk.** April 30. E.S.B. 13323/66.*
(68/66) **Wire Rope.** April 30. E.S.B. 13324/66.*
(68/66) **Transparent Plastic Sheets.** April 30. E.S.B. 13308/66.*
(68/66) **Mining and Drilling Equipment.** April 30. E.S.B. 13321/66.*
(68/66) **Door Handles.** May 2. E.S.B. 13332/66.*
(68/66) **Pneumatic Accumulator Spares.** May 15. E.S.B. 13199/66.*
(69/66) **Metal Semi-Manufactures.** May 25. E.S.B. 13635/66.*
(69/66) **Builders' Hardware.** May 25. E.S.B. 13633/66.*
(70/66) **Jointing and Packing Materials.** May 25. E.S.B. 13634/66.*

Trade Corporation:
(68/66) **Brushes.** April 30. E.S.B. 13310/66.*
(68/66) **Paper.** April 30. E.S.B. 13311/66.*
(68/66) **Mooring Equipment.** April 30. E.S.B. 13319/66.*

Union of Burma Railway Board:
(68/66) **Railway Spares.** (Further Information.) Tender documents now available for loan. E.S.B. 12249/66.*
(68/66) **Wheels and Axles.** (Further Information.) Tender documents now available for loan. E.S.B. 12271/66.*
(68/66) **Roller and Ball Bearings.** April 27. E.S.B. 13331/66.*
(70/66) **Railway Carriage Components and Fittings.** (Further Information.) Drawings now available. E.S.B. 12509/66.

CANADA

(66/66) **Transformers** for Manitoba Hydro Engineering Division. (Further Information.) Tender documents now available. E.S.B. 12743/66.*

CEYLON

(69/66) **G.I. Water Tubes** for Ministry of Finance. (Further Information.) E.S.B. 12203/66.

(66/66) **Hospital Equipment** for Ministry of Health. June 21. E.S.B. 13110/66.*

COLOMBIA

Direccion General de Aduanas:
(68/66) **Laboratory Glassware.** April 29. E.S.B. 13187/66.*
(67/66) **Laboratory Equipment.** April 29. Tender documents in Spanish available. E.S.B. 13186/66.*

(68/66) **Water Meters** for Instituto de Fomento Municipal. May 9. E.S.B. 13178/66.*

CYPRUS

(67/66) **Oxygen Cylinders** for Ministry of Health. April 30. E.S.B. 13146/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(66/66) **Steel.** April 28. E.S.B. 13135/66.
(66/66) **Light Meters.** April 30. E.S.B. 13136/66.
(66/66) **Spring Steel.** May 2. E.S.B. 13137/66.
(66/66) **Wire; Rope.** May 5. E.S.B. 13139/66.
(66/66) **Ultrasonic Spare Parts.** May 4. E.S.B. 13138/66.
(67/66) **Wooden Inserts.** May 7. E.S.B. 13140/66.
(67/66) **Springs.** June 4. E.S.B. 13141/66.

FORMOSA

Central Trust of China:
(66/66) **Watt Meter.** April 27. E.S.B. 13124/66.*
(66/66) **Cycle Counter.** May 28. E.S.B. 13129/66.*
(66/66) **Wire.** April 28. E.S.B. 13126/66.*
(67/66) **Pumps.** May 2. E.S.B. 13147/66.*
(67/66) **Electroscan.** April 27. E.S.B. 13125/66.*

GREECE

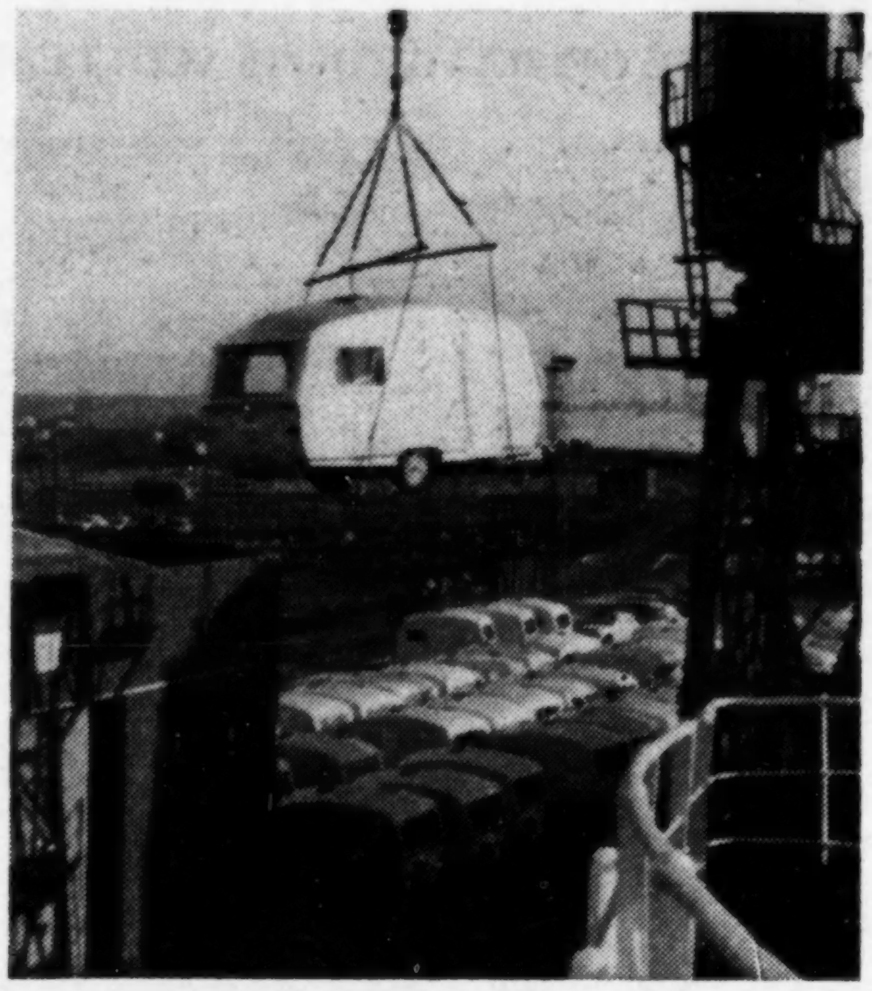
Public Power Corporation:
(68/66) **Submarine Cable.** May 12. E.S.B. 13378/66.*
(70/66) **Power Transformer.** May 27. E.S.B. 13644/66.*

INDIA

Atomic Energy Establishment, Trombay. (Further Information.) Tender documents now available. E.S.B. 12584/66.*
(69/66) **Copper Strip.** (Further Information.) Tender documents now available. E.S.B. 12573/66.*

(70/66) **Conductors** for Gujarat Electricity Board. (Further Information.) E.S.B. 12553/66.

(67/66) **Rectifier Equipment** for Hindustan Aeronautics Ltd. April 28. E.S.B. 13342/66.



The Currie Line vessel 'Ireland' loading 99 Thomson caravans at Grangemouth on March 4 for West Germany; claimed to be the biggest single shipment of caravans ever made, and valued at more than £29,000. Thomson's will export about 42 per cent of their production this season from their Carron, Falkirk, factory.

Indian Telephone Industries Ltd.:
(67/66) **P.V.C. Wires.** May 23. E.S.B. 13165/66.
(68/66) **Steel.** (Further Information.) Closing date postponed to May 2. E.S.B. 5662/66.

(68/66) **Cranes** for Irrigation and Power Department, Maharashtra State. April 29. E.S.B. 13376/66.

(70/66) **Transformers** for Madhya Pradesh Electricity Board. May 19. E.S.B. 13643/66.

(67/66) **Valves for Madras State Electricity Board.** May 4. E.S.B. 13167/66.*

(70/66) **Fertilizers** for Ministry of Supply. April 21. E.S.B. 13188/66.*

(67/66) **Coal Crushers** for Singareni Colleries Co., Ltd. April 28. E.S.B. 13166/66.

IRAN

(70/66) **Wire** for Iranian State Railways. (Further Information.) Tender documents now available. E.S.B. 6429/66.*

(67/66) **Brake Fluid** for Imperial Iranian Army. June 6. E.S.B. 13117/66.*

IRAQ

Administration of Distribution of Oil Products:
(70/66) **Steam Boilers.** May 24. E.S.B. 13666/66.
(70/66) **Petroleum Tankers and Trailers.** June 7. E.S.B. 13668/66.

Central Foreign Purchasing Board:
(70/66) **Surgical Dressings.** May 22. E.S.B. 13663/66.
(70/66) **Chemicals.** May 15. E.S.B. 13664/66.
(70/66) **Matting.** May 22. E.S.B. 13665/66.
(70/66) **Tarpaulins** for Government Oil Refineries Administration. May 3. E.S.B. 13674/66.*

Iraqi Ports Adminstration:
(70/66) **M. S. Angles.** (Further Information.) Tender documents now available. E.S.B. 12736/66.*
(70/66) **Brass and Aluminium Sheets.** April 28. E.S.B. 13661/66.
(70/66) **Power Transformers.** May 5. E.S.B. 13662/66.

Iraq Cement Co. (Nationalized):
(70/66) **Cotton Thread.** April 30. E.S.B. 13646/66.
(70/66) **Iron Ore.** May 26. E.S.B. 13647/66.

Ministry of Defence:
(67/66) **Electrical Spare Parts.** (Further Information.) E.S.B. 10198/66.*
(67/66) **Cooling Equipment.** (Further Information.) E.S.B. 10476/66.*
(67/66) **Electric Plant Parts.** (Further Information.) E.S.B. 10197/66.*
(67/66) **Line Casting Machine and Surface Plate.** (Further Information.) E.S.B. 10189/66.*

(*continued on page* 853)

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D. Davinson, Senior Lecturer, Leeds College of Commerce

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R. Gibson, Health and Safety Branch of United Kingdom Atomic Energy Authority

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(67/66) **Gloves.** (Further Information.) E.S.B. 10477/66.*

(67/66) **Tent Repairing Materials.** (Further Information.) E.S.B. 10188/66.*

(67/66) **Raincoats.** (Further Information.) E.S.B. 11577/66.*

(68/66) **Surveying Equipment.** (Correction.) Address of issuing authority should be Ministry of Defence, Baghdad, not Rangoon. E.S.B. 12530/66.*

Ministry of Municipal and Rural Affairs:

(70/66) **Overhead Power Line.** (Further Information.) Tender documents now available. E.S.B. 11580/66.*

(70/66) **Fertilizer Factory.** July 10. E.S.B. 13670/66.

(70/66) **Fire Fighting Equipment.** May 3. E.S.B. 13669/66.

(69/66) **University Construction Project** for Ministry of Works and Housing. July 7. E.S.B. 13636/66.

IRISH REPUBLIC

(66/66) **Pumping Plant** for Donegal County Council. May 13. E.S.B. 12796/66.

KENYA

(66/66) **Telegraph System** for Posts and Telecommunications Administration (Advance Information.) E.S.B. 13179/66.

LIBYA

Ministry of Agriculture:

(67/66) **Construction of Dam.** May 16. E.S.B. 13173/66.

(67/66) **Water Well Drilling.** May 16. E.S.B. 13174/66.

Ministry of Communications:

(67/66) **Road Widening.** June 13. E.S.B. 13171/66.

(67/66) **Bridge Contruction.** June 13. E.S.B. 13172/66.

Public Works Department:

(67/66) **Construction of Houses.** May 16. E.S.B. 13169/66.

(67/66) **Construction of Houses.** May 16. E.S.B. 13170/66.

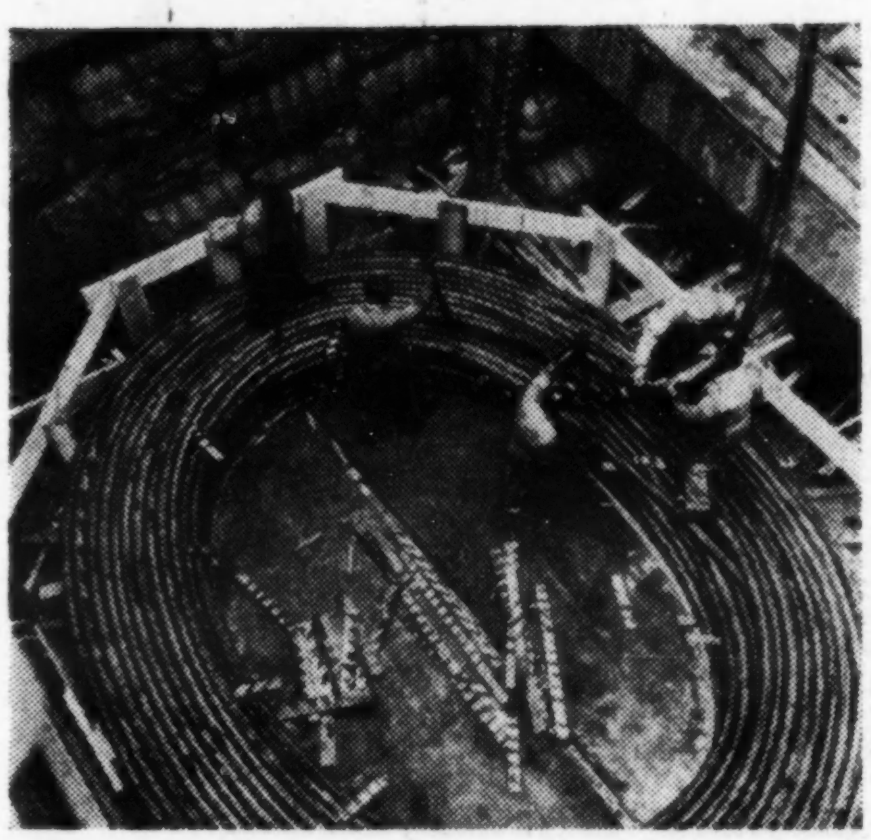
(67/66) **Construction of School Dormitories.** May 9. E.S.B. 13163/66.

(67/66) **Water Supply.** May 18. E.S.. 13164/66.

(68/66) **Water Wells** for Water and Soil Conservation Department. May 16. E.S.B. 13362/66.

MALAWI

(70/66) **X-ray Equipment** for Medical Buying Board. April 29. E.S.B. 13671/66.*



The Glen Line's 8,983 gross ton cargo liner 'Denbighshire', scheduled to sail to the Far East, will be carrying 2,200 yards of submarine telephone cable in a single length weighing 41 tons. The cable will be unloaded at Hong Kong where it is to form part of a telephone link between Victoria Island and Kowloon. Designed to cope with the rapidly increasing volume of calls between the island and the mainland, the new alloy-lead sheathed, specially armoured cable will be capable of handling 392 telephone calls simultaneously.

MALTA

Director of Contracts:

(69/66) **Switchboard Installation.** April 27. E.S.B. 13383/66.*

(69/66) **Steam Boilers.** April 27. E.S.B. 13384/66.*

(69/66) **Pharmaceuticals.** April 27. E.S.B. 13385/66.*

(70/66) **Pipes, Castings and Sluice Valves.** May 4. E.S.B. 13642/66.*

(70/66) **Chemicals.** May 4. E.S.B. 13641/66.*

MOROCCO

(69/66) **Textile Machinery** for Ministry of Commerce. May 25. Tender documents in French available. E.S.B. 13602/66.*

MOZAMBIQUE

(67/66) **Remodelling of Power Plant and Electricity Distribution Network** for Municipality of Antonio Enes. May 10. E.S.B. 13180/66.

Public Works Department:

(67/66) **Construction of Bridges.** May 17. E.S.B. 13181/66.

(67/66) **Bridge Reconstruction.** May 15. E.S.B. 13182/66.

NEW ZEALAND

(70/66) **Cable** for Dunedin City Corporation. May 30. 13639/66.*

NICARAGUA

(66/66) **Sub-Station Equipment** for The Empresa Nacional de Luz y Fuerza. May 9. E.S.B. 13148/66.

PAKISTAN

Pakistan Western Railway:

(67/66) **Twist Drills.** April 28. E.S.B. 13108/66.

(67/66) **Laminated Plastic Sheets.** April 27. E.S.B. 13107/66.

Water and Power Development Authority:

(67/66) **Permanent Way Equipment.** (Pre-qualification Information.) May 5. E.S.B. 13160/66.

(67/66) **Steel Girders.** (Pre-qualification Information.) May 5. E.S.B. 13162/66.

(67/66) **Sleepers.** (Pre-qualification) Apply by May 5. E.S.B. 13161/66.

SAUDI ARABIA

(67/66) **Desalination Plant** for Arabian Oil Co. (Japan) Ltd. May 1. E.S.B. 13306/66.

SOUTH AFRICA

State Tender Board:

(69/66) **Multirange Meters.** May 4. E.S.B. 13604/66.*

(69/66) **Air Acetylene Heating Sets.** May 4. E.S.B. 13605/66.*

(69/66) **Cutting Machine Knives.** May 9. E.S.B. 13607/66.*

(69/66) **Riveting Irons.** April 27. E.S.B. 13610/66.*

(69/66) **Grinding Machines.** May 5. E.S.B. 13613/66.*

(69/66) **Compression Tools.** May 2. E.S.B. 13614/66.*

(69/66) **Electrical Testing Equipment.** April 28. E.S.B. 13618/66.*

(69/66) **Agricultural Laboratory Equipment.** May 5. E.S.B. 13626/66.*

(69/66) **Dam Instrumentation Equipment.** April 28. E.S.B. 13398/66.*

(69/66) **Cable.** April 29. E.S.B. 13399/66.*

(69/66) **Welding Equipment.** May 3. E.S.B. 13603/66.*

(70/66) **Lathes.** April 27. E.S.B. 13608/66.*

(70/66) **Tape Recording System.** May 9. E.S.B. 13611/66.*

(70/66) **Power Plants.** May 5. E.S.B. 13612/66.*

(70/66) **Pumps.** April 28. E.S.B. 13616/66.*

(70/66) **Pumps.** April 28. E.S.B. 13629/66.*

(70/66) **Electrical Instruments.** April 28. E.S.B. 13630/66.*

(70/66) **Laboratory Equipment.** May 5. E.S.B. 13624/66.*

(70/66) **Flux.** April 27. E.S.B. 13617/66.*

(70/66) **Photographic Recording Equipment.** May 5. E.S.B. 13615/66.*

SPAIN

(67/66) **Hospital Construction** for la Direccion General de Sanidad. (Further Information.) May 7. E.S.B. 43987/65.

(67/66) **Reservoir Works** for Ministerio de Obras Publicas. May 4. E.S.B. 13106/66.

(69/66) **Sugar Beet Plant** for Ministry of Industry. July 7. E.S.B. 13248/66.

SUDAN

(68/66) **Envelopes** for Stores and Equipment Department. April 27. E.S.B. 13364/66.*

Sudan Railways:

(68/66) **Impregnating Plant.** May 16. E.S.B. 13372/66.*

(68/66) **Pump.** May 17. E.S.B. 13373/66.*

(68/66) **Steel Wheels.** May 12. E.S.B. 13366/66.*

(68/66) **Air Compressors.** May 11. E.S.B. 13370/66.*

(68/66) **Drilling and Tapping Machine.** May 11. E.S.B. 13371/66.*

(69/66) **Lathe.** May 9. E.S.B. 13367/66.*

(69/66) **Pump.** May 10. E.S.B. 13368/66.*

(69/66) **Battery Charger.** May 10. E.S.B. 13369/66.*

(69/66) **Diesel Engine.** May 11. E.S.B. 13374/66.*

SYRIAN ARAB REPUBLIC

(66/66) **Mobile Cranes** for Ministry of Defence. (Advance Information.) April 30. E.S.B. 12762/66.*

THAILAND

(70/66) **Testing Equipment** for Department of Highways. April 25. E.S.B. 13658/66.

(68/66) **Capacitors** for Metropolitan Electricity Department. April 30. E.S.B. 13350/66.*

(67/66) **Telecommunication Tools and Equipment** for Ministry of Interior. June 1. E.S.B. 13354/66.

State Railway of Thailand:

(67/66) **Hand Tampers.** May 17. E.S.B. 13349/66.

(68/66) **Measuring Instruments (Electrical).** May 9. E.S.B. 13352/66.*

(70/66) **Pipe Bending Machine.** May 9. E.S.B. 13654/66.*

(70/66) **M.S. Rounds.** April 21. E.S.B. 13653/66.

Telephone Organization of Thailand:

(70/66) **Telephone Equipment.** May 9. E.S.B. 13649/66.

(70/66) **Telephone Cable.** April 26. E.S.B. 13650/66.

(70/66) **Radio Telephone Equipment.** May 2. E.S.B. 13651/66.

(70/66) **Pulp** for Thai Paper Factory. April 20. E.S.B. 13652/66.

(70/66) **Paper** for Thailand Tobacco Monopoly. April 26. E.S.B. 13659/66.

(68/66) **Electrical Equipment** for Yanhee Electricity Authority. May 16. E.S.B. 13351/66.

TURKEY

(68/66) **Fork Lift Truck** for DSI Genel Mudurlugu. April 28. E.S.B. 13365/66.*

(68/66) **Measuring and Testing Instruments** for Deniz Kuvvetleri Komutanligi. Closing date brought forward to May 14. E.S.B. 12241/66.*

(69/66) **Compressor: Pneumatic Tools** for Denizcilik Bankasi Tao. April 29. E.S.B. 13375/66.*

(70/66) **Grinding Machinery** for Kara Kuvvetleri Komutanligi. May 16. E.S.B. 13632/66.*

P.T.T. Administration:

(67/66) **Air Compressors.** May 6. Tender documents in Turkish available. E.S.B. 13194/66.*

(67/66) **Compressors.** May 2. Tender documents in Turkish available. E.S.B. 13193/66.*

(68/66) **Railway Electrification** for State Railways Administration. May 17. E.S.B. 13192/66.*

(68/66) **Turbine and Power Generation Equipment** for The Iller Bank. May 10. E.S.B. 13191/66.*

(68/66) **Chains** for Turkish Maritime Bank. April 29. E.S.B. 13307/66.*

UNITED STATES OF AMERICA

(69/66) **Electrical Equipment** for United States Bureau of Reclamation. May 3. E.S.B. 13381/66.*

VIETNAM

(70/66) **Megaphones** for Central Purchasing Authority. April 29. E.S.B. 13631/66.*

ZAMBIA

(68/66) **Sewage Plant Construction** for Lusaka City Council. May 9. E.S.B. 13358/66.

(*continued on page* 855)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, *March* 4, 1966.

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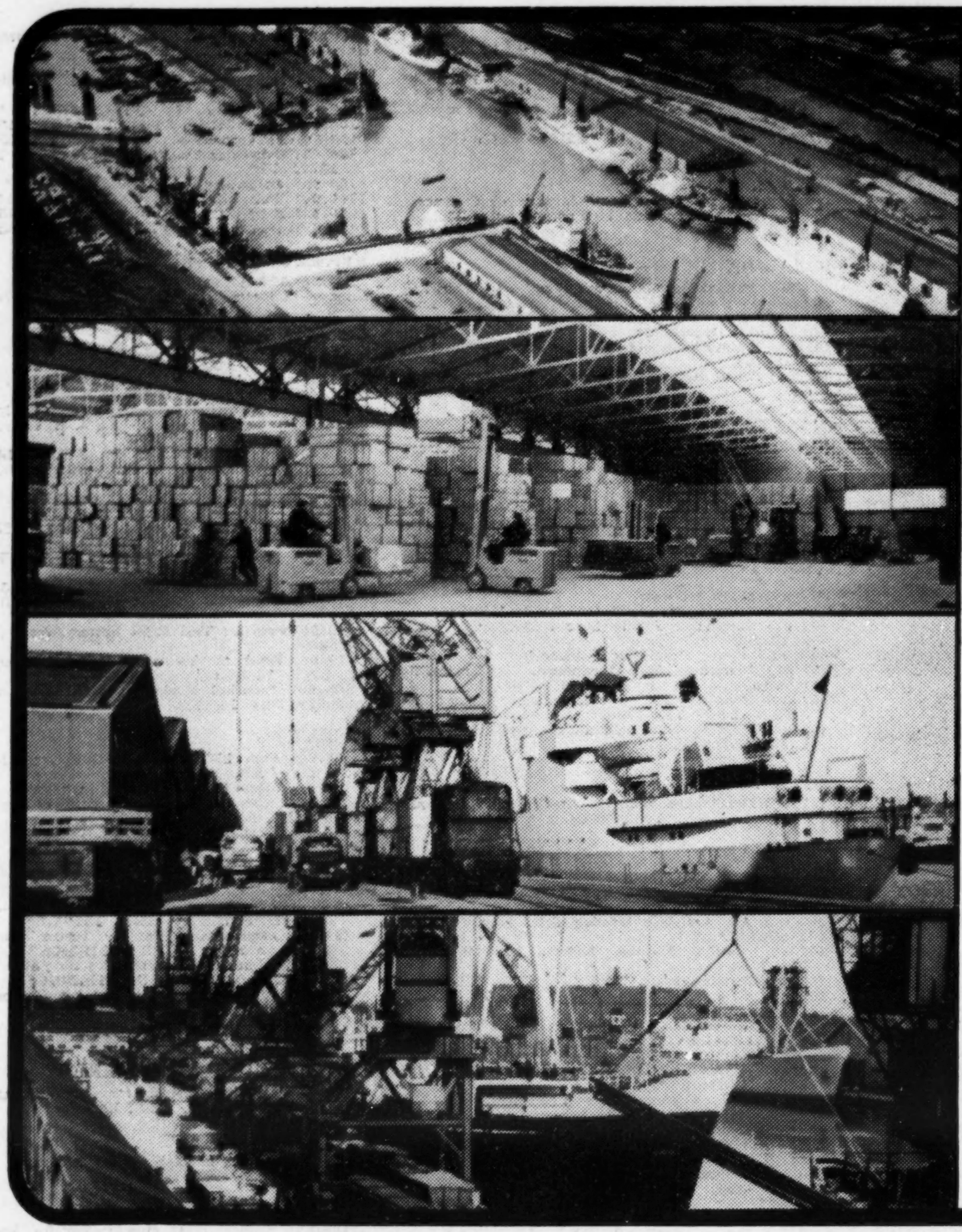

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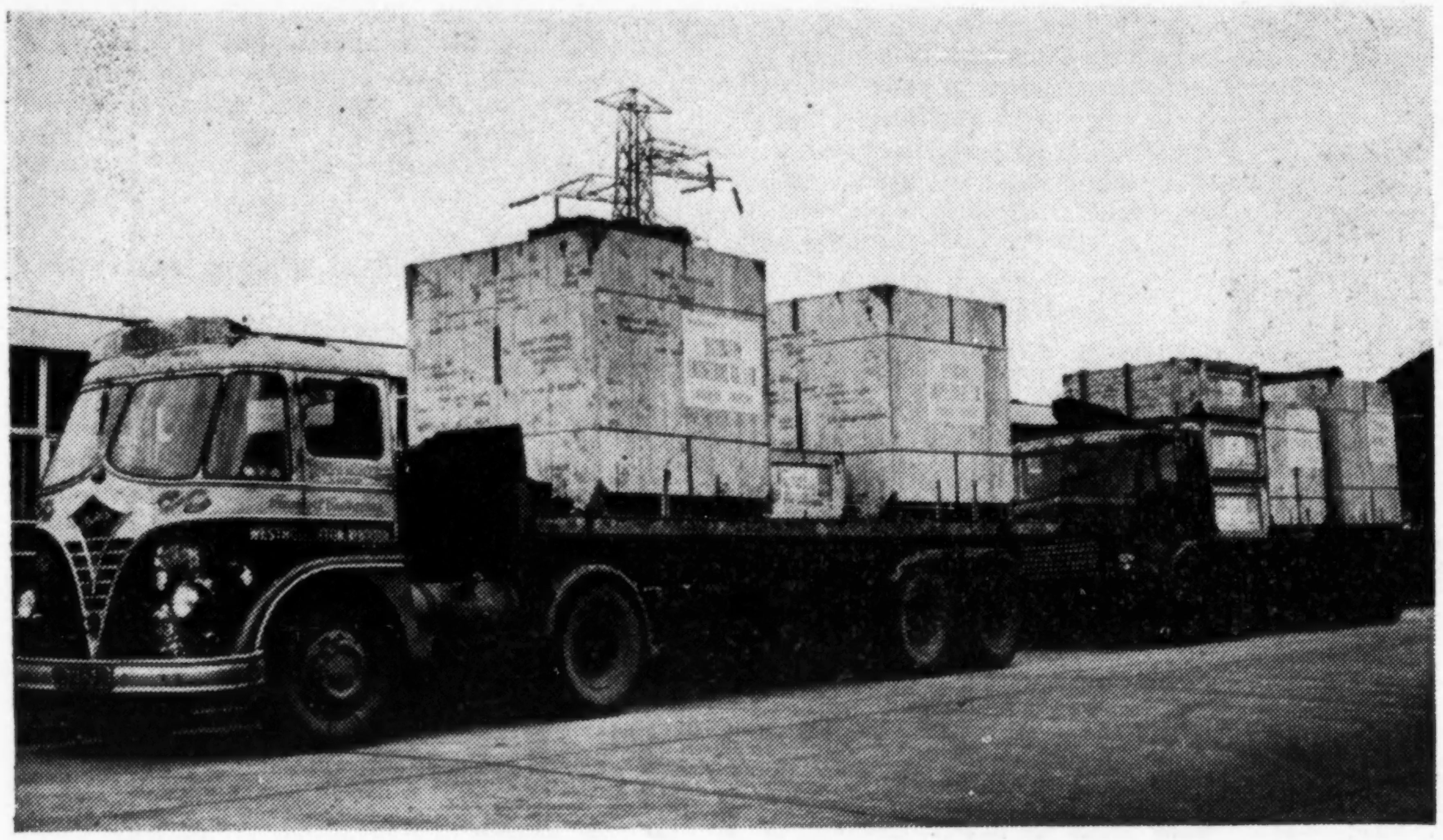
Agency and export opportunities, market surveys, etc.



Part of a consignment of ten cast iron reaction vessels suitably packed for export, manufactured by Distington Engineering Company for Humphreys & Glasgow on behalf of Atul Products, Bombay.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria

(66/66) Inquiry for breathing apparatus; fire-fighting equipment; vehicles. E.S.B. 5090/66.

Australia

(67/66) Agency inquiry for vinyl flooring. E.S.B. 13493/66.

(68/66) Agency inquiry for automotive equipment; chemical industry equipment; electrical equipment; food processing equipment; machine tools. E.S.B. 12391/66.

(69/66) Agency inquiry for control and electronic equipment; hospital equipment; laboratory equipment; pharmaceuticals, teaching aids. E.S.B. 12449/66.

(70/66) Agency inquiry for riding boots. E.S.B. 13757/66.

(68/66) Inquiry for hydraulic pneumatic buffers. E.S.B. 12992/66.

(69/66) Inquiry for fish heads. E.S.B. 13210/66.

(70/66) Inquiry for machine tools; metal working machinery; wood working machinery. E.S.B. 12998/66.

Austria

(69/66) Agency inquiry for whisky. E.S.B. 13016/66.

(69/66) Inquiry for wool cloth. E.S.B. 13567/66.

Belgium

(67/66) Agency inquiry for telephone equipment. E.S.B. 13020/66.

Bolivia

(68/66) Inquiry for iron products; pipes; tools; wheelbarrows. E.S.B. 13500/66.

(70/66) Inquiry for light sockets and bulbs. E.S.B. 13440/66.

Brazil

(69/66) Inquiry for prefabricated houses. E.S.B. 13519/66.

Burma

(68/66) Inquiry for oil well equipment. E.S.B. 13475/66.

(70/66) Inquiry for diesel engines. E.S.B. 13401/66.

Canada

(67/66) Agency inquiry for gymnasium and sports equipment; salmon flies. E.S.B. 13228/66.

(70/66) Agency inquiry for road building plant, machinery and spare parts; wire ropes. E.S.B. 13818/66.

(66/66) Inquiry for chocolate bars. E.S.B. 10087/66.

(67/66) Inquiry for agricultural machinery components. E.S.B. 13281/66.

(67/66) Inquiry for clothing. E.S.B. 12815/66.

(69/66) Inquiry for marine sewage disposal units. E.S.B. 13386/66.

(70/66) Inquiry for clothing; footwear; handkerchiefs; textiles. E.S.B. 13815/66.

(70/66) Inquiry for diagnostic agents; pharmaceuticals. E.S.B. 13406/66.

Cyprus

(67/66) Inquiry for cutlery, earthenware; haberdashery; household fancy goods; toys and games. E.S.B. 13049/66.

Denmark

(70/66) Agency inquiry for chemical, pharmaceutical and plastics raw materials and machinery. E.S.B. 13778/66.

Finland

(68/66) Agency inquiry for car accessories. E.S.B. 13498/66.

(68/66) Agency inquiry for cutlery; tableware. E.S.B. 13499/66.

(70/66) Agency inquiry for sports and camping articles and equipment. E.S.B. 14028/66.

France

(70/66) Agency inquiry for connectors; electronic pliers; printed circuits; solders and soldering bolts; sockets and switches; wire and wire strippers. E.S.B. 13792/66.

(67/66) Manufacture under licence – compressors; lifting equipment; mining equipment; public works equipment; rolling stock. E.S.B. 13201/66.

(68/66) British Week in Lyons – boating and allied lines; caravans and camping goods; radios; sports goods. E.S.B. 13450/66.

(68/66) Inquiry for cotton piece-goods. E.S.B. 46211/65.

(70/66) Inquiry for stainless steel tubes. E.S.B. 13860/66.

Germany, Federal Republic of

(67/66) Agency inquiry for fire alarms. E.S.B. 12640/66.

(69/66) Euroshop Exhibition. E.S.B. 13570/66.

(70/66) Inquiry for loom beam cover; nylon fabric; rubber. E.S.B. 11376/66.

Greece

(66/66) Agency inquiry for educational aids; educational institutions; educational publications. E.S.B. 13243/66.

(69/66) Agency inquiry for novelties. E.S.B. 13593/66.

Hong Kong

(69/66) Agency inquiry for building materials; general engineering products; office machinery; provisions. E.S.B. 13744/66.

Iran

(67/66) Agency inquiry for circular saws; welding apparatus. E.S.B. 11480/66.

Iraq

(70/66) Agency inquiry for electrical equipment; generating sets. E.S.B. 13856/66.

Irish Republic

(68/66) Inquiry for leather. E.S.B. 13438/66.

Israel

(67/66) Agency inquiry for films; thermometers. E.S.B. 6817/66.

Italy

(69/66) Agency inquiry for clothing; cuff links; knitwear; leather goods; piece-goods. E.S.B. 6833/65.

(66/66) Inquiry for blankets; fabrics; knitwear; tartan plaids. E.S.B. 13034/66.

(68/66) Inquiry for fancy goods; smokers' requisites. E.S.B. 13469/66.

(69/66) Inquiry for blankets; carpets. E.S.B. 9669/66.

Jamaica

(70/66) Inquiry for brass; copper sheets; copper wire. E.S.B. 13811/66.

(70/66) Inquiry for toilet bowl cleanser production requisites. E.S.B. 13513/66.

Jordan

(68/66) Inquiry for electrical workshop machines; garage equipment; precision instruments. E.S.B. 12338/66.

Lebanon

(66/66) Agency inquiry for clothing. E.S.B. 13231/66.

Mexico

(70/66) Inquiry for electrical measuring and testing equipment. E.S.B. 13462/66.

Morocco/Bulgaria

(68/66) Trade Agreement. C.R.E. 8298/G.

Morocco/Germany, Federal Republic of

(68/66) Trade Agreement. C.R.E. 2780/G.

Morocco/Japan

(67/66) Trade Agreement. C.R.E. 8302/G.

Morocco/Norway

(67/66) Trade Agreement. C.R.E. 7942/G.

Netherlands

(69/66) Agency inquiry for chemical raw materials; laboratory chemicals. E.S.B. 11947/66.

Pakistan

(69/66) Inquiry for pharmaceutical products. E.S.B. 13235/66.

Peru

(67/66) Inquiry for gum arabic. E.S.B. 9288/66.

Portugal

(70/66) Inquiry for sanitaryware. E.S.B. 13768/66.

Singapore

(68/66) Agency inquiry for tools. E.S.B. 13433/66.

South Africa

(68/66) Agency inquiry for pharmaceuticals. E.S.B. 13000/66.

(68/66) Manufacture under licence – alternators; hoists; generators; photo-electric equipment; transformers; welding equipment. E.S.B. 12880/66.

Sudan

(69/66) Agency inquiry for drills; grinders; sanders; tools. E.S.B. 13587/66.

(69/66) Inquiry for vehicle spare parts. E.S.B. 13445/66.

Switzerland

(68/66) Inquiry for conveyor rollers. E.S.B. 10880/66.

Turkey

(67/66) Agency inquiry for construction machinery; generator; grinding stones; industrial plant; machinery and tools; plastics machinery. E.S.B. 13294/66.

United States of America

(68/66) Agency inquiry for bathroom fittings and accessories; shower cabinets; toilet cubicles. E.S.B. 13282/66.

(66/66) Inquiry for steel forgings. E.S.B. 13079/66.

(67/66) Inquiry for biscuits; confectionery. E.S.B. 13047/66.

(68/66) Inquiry for insulators. E.S.B. 13466/66.

(69/66) Inquiry for tape transport mechanisms. E.S.B. 13592/66.

(70/66) Inquiry for cotton corduroy. E.S.B. 13558/66.

Zambia

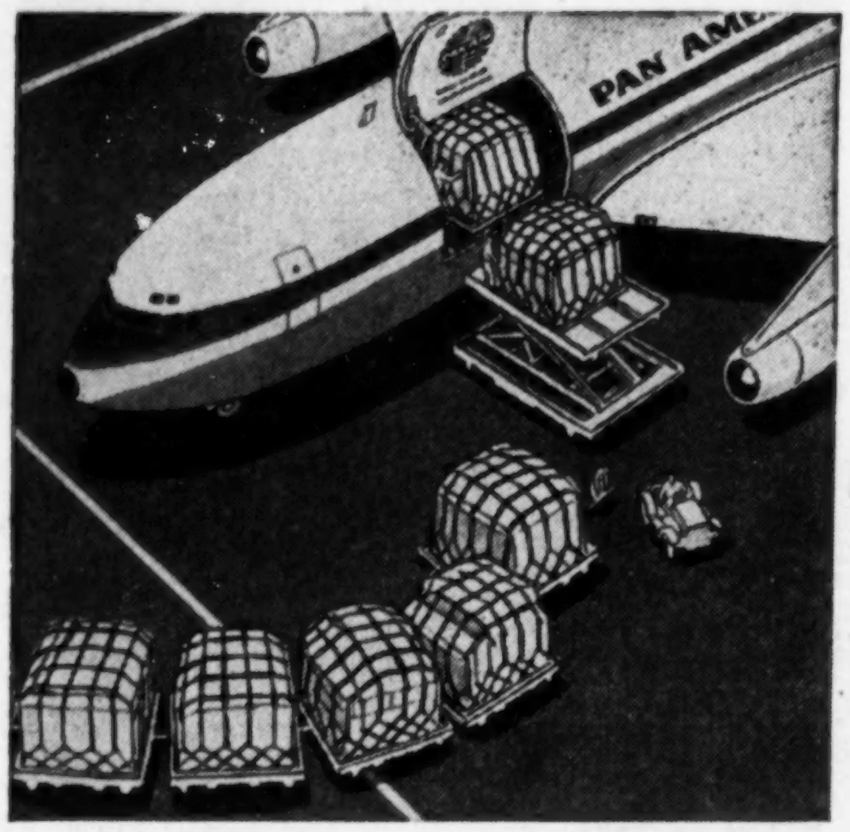
(67/66) Agency inquiry for capacitors; insulating materials; wires. E.S.B. 13226/66.

(68/66) Agency inquiry for clothing; knitwear; textiles. E.S.B. 13266/66.

(67/66) Inquiry for medical and scientific equipment and supplies. E.S.B. 13402/66.

(68/66) Inquiry for office equipment; stationery. E.S.B. 13237/66.

(69/66) Inquiry for suitings – further information. E.S.B. 11566/66.



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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of March* 18. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page* 904 *of October* 23 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4. (Tel. City 5757)*

New outlets sought in Middle East and Greece

MR. JOHN A. HARROP, Middle East manager of H. H. Robertson (U.K.) Limited, flew to Beirut on April 3 as a start to a five-week tour of the Middle East and Greece. The territory to be visited includes—Lebanon, Iran, Kuwait, Saudi Arabia and Greece.

Specializing in the fabrication of steel wall, roof and floor components and ventilation equipment, for the building industry, H. H. Robertson (U.K.) Limited is a member of the H. H. Robertson Group of Companies that has factories in England, United States, Canada, Germany, Norway, Australia and South Africa, as well as established companies in Ireland, France, Belgium, Holland, Italy, Austria and Spain.

Five countries sales tour

MR. P. ASTINGTON, newly-appointed export manager of Ellams Duplicator Co. Ltd., will leave shortly for an export sales tour of five countries—France, Spain, Portugal, Tunisia and Libya. He will be away for five weeks. He will be mainly concerned in promoting sales of Ellams Speed-rite stencil duplicator.

Export salesman visiting 10 North American cities

MR. RALPH MURFITT, chairman and managing director of Murfitt Bulk Transporters Ltd., Wisbech, Cambridgeshire, is on a month's business tour of Canada and the United States. During his trip he will visit ten Canadian and American cities to discuss North American interest in his world patented moving bulkhead system of vehicle discharge, which involves no tipping and can be fitted to the longest box vehicles and tankers.

Murfitts export sales in 1965 topped £100,000, and already in 1966 the firm's export orders are well on the way to £1 million.

On his North American trip Mr. Murfitt will be visiting contacts in New York, Montreal, Winnipeg, Edmonton, Vancouver, San Francisco, Los Angeles, Dodge City, Chicago and Toronto.

Export trip to Denmark, Norway, Sweden and Finland

MR. C. J. MITCHELL, export sales executive of Smith & Nephew Pharmaceuticals Limited visited Denmark, Norway, Sweden and Finland during the latter part of March to undertake commercial negotiations in the furtherance of the company's ophthalmic interests particularly those concerning its contact lens accessories.

Chief executives aim to increase exports to half their total turnover

CHIEF EXECUTIVES of Novotechnics Ltd., Letchworth, Herts will be making a number of sales trips to Continental and Commonwealth countries during the coming months. They aim to increase exports of their specialized industrial and packaging machinery so that they represent half the total turnover. This will mean more than doubling the present export figures.

Special attention will be paid to markets in France, where Novotechnics already manufacture equipment under licence, Germany, Belgium, Holland and Italy, in which countries it is proposed to increase sales representation.

Export sales managers' Middle East tour

MR. E. B. DAWSON, export sales manager of Carpet Trades Limited left during March for an extensive tour of the Middle East where he will visit the Lebanon, Kuwait, Bahrain, Qatar, Dubai, Abu-Dhabi, Saudi Arabia, Jordan, Cyprus and Malta. Mr. Dawson will be accompanied by his assistant Mr. P. Palethorpe and Mr. J. R. Hone, assistant export manager of John Crossley & Sons, Ltd. of Halifax, associated with Carpet Trades Limited in the parent company John Crossley-Carpet Trades Holdings Ltd.

A tour of this area is made each year by representatives of the companies to renew contact with their agents and distributors and to consolidate the business they are doing.

Middle East sales tour

MR. G. A. H. PAYZE, director of Duple Motor Bodies Ltd., and of Duple Group Sales Ltd., and Mr. E. T. Smith, Duple chief engineer, left London on March 13 for an extended tour of the firm's agents and distributors in Cyprus and the Middle East.

Plastic products for medical world

MR. HUGH CRAGG, sales manager, of Portland Plastics Ltd., Hythe, Kent leaves the United Kingdom on April 19 at the start of a five-week sales tour of East European countries. He will visit Berlin, Poznan, Warsaw, Prague, Budapest, Bucharest, Sophia and Belgrade.

Amongst his baggage will be sales literature printed in eleven different languages, including Russian, Hungarian, Czechoslovakian and Polish. The company, who make comprehensive range of plastic products for the medical world, believe in personal contact with overseas customers and in lively and imaginative sales aids.

Business tour of Eastern Europe

MR. JOHN A. LAKE, managing director, of Exporter Limited left London on April 8 for approximately three weeks. On behalf of his clients he will be investigating the prospects of increasing trade in Moscow, Sofia, Prague and Budapest. If time permits he will also visit Bucharest, Warsaw and Belgrade.

Paper makers' African tour

MR. ROBERT L. DICKSON of L. S. Dixon and Co. Ltd., paper makers and printers' suppliers of Liverpool is touring Kenya, Tanzania, Uganda and South Africa from April 15.

Business promotion tour of North Africa

MR. K. A. HAWKES, export trading manager of the London branch of Dodwell and Company Limited, left London Airport on March 28 for a one month business promotion tour. His itinerary includes Tripoli, Benghazi, Tobruk and Dernia.

BWRA director visits South Africa

DR. RICHARD WECK, director of the British Welding Research Association, arrived in South Africa on April 2 for a month's tour of the country. During his stay, Dr. Weck will visit major industrial organizations to discuss welding problems. He will address the Cape Town and Durban branches of the Institute on the work of BWRA. He will also speak at Witwatersrand University, Johannesburg, to a combined meeting of the S.A. Institutes of Welding, Foundrymen and Production Engineers. Visits to South African steelworks, and the Atomic Energy Station at Pelindaba are included in the tour.

Mr. Peter Houldcroft, deputy director of the BWRA and Mr. Christopher Needham, departmental head responsible for fundamental research on welding processes, flew to New York on March 20 for a 20-day tour of the United States. They will be visiting many major industrial organizations to discuss welding problems and examine American progress in the application of the latest welding techniques.

Industrial market research tour of United States

MR. ERIC SHANKLEMAN, managing director of Marketing and Economic Research Ltd., left for a three-week tour of the United States on April 7. He will be examining developments in industrial marketing in the United States and reviewing industrial marketing research facilities. MER say that it is part of their programme to extend its export market research activities to North America; MER is already very active for major British companies in Europe.

Fine woollens for South Africa

MR. A. M. BILL, director of W. Bill Ltd., is visiting South Africa during April and May. While there he will contact leading retail outlets in major towns. W. Bill Ltd. is an old-established firm of woollen merchants which has been run by the Bill family since 1846.

South American tour

MR. J. E. C. BAILEY, a director of Derbyshire Stone Limited, and chairman and managing director of the Baird & Tatlock Group of Companies, left the United Kingdom on March 27 to visit a number of major cities in South America. He will be returning to the United Kingdom on May 2.

EIA sponsors North American export drive

TWENTY-FOUR directors of engineering companies, all member-firms of the 3,000-strong Engineering Industries Association, will take off from London Airport for a 16-day tour (under the code name ENGTRADE) from May 1 taking in Toronto, Chicago and New York.

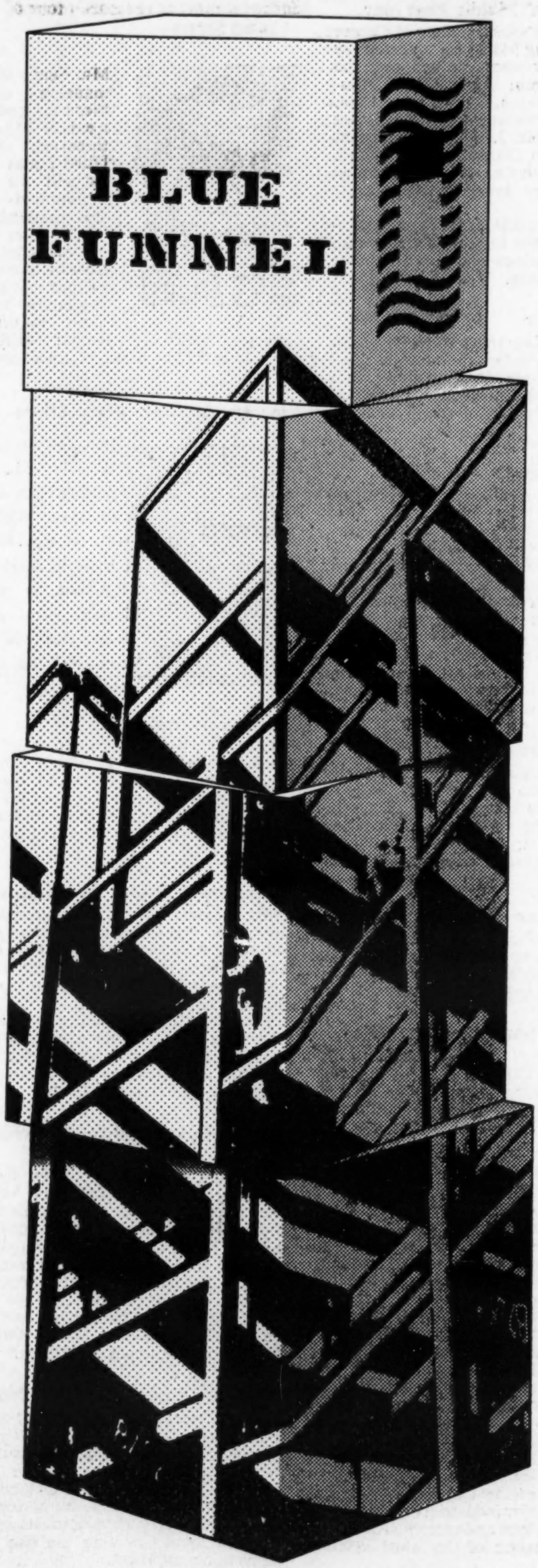
The leader of the mission will be Mr. H. J. Holleman, D.F.M., joint managing director of a High Wycombe firm, Screw Machine Products Limited, who sees the biggest opportunities in precision engineering.

Chemical plant and food machinery mission to South Africa

A MISSION, sponsored jointly by the British Chemical Plant Manufacturers Association and The Food Machinery Association, is to visit South Africa in late September under the leadership of Mr. Peter Seligman (chairman of The APV Co. Ltd.) This Mission will spend three weeks in South Africa, visit the principal industrial centres and its purpose will be to stimulate increased sales of British plant and machinery to the rapidly expanding South African chemical and food processing industries.

Managing director's visit to North America

MR. E. H. HALL, managing director of Fanfold Ltd., a member of the McCorquodale international printing group, left London Airport on March 22 for a fact-finding tour of the United States and Canada. He will visit leading computer manufacturers and continuous forms producers, to study the latest developments in data processing techniques affecting the use of specialized forms and equipment.



The three new berths now completing at Vittoria Dock, Birkenhead, for the exclusive use of Blue Funnel ships, are a development of major importance to all exporters to the East

They will provide exceptional facilities for discharging lorries. An entirely new system of traffic control will eliminate congestion and costly delays, speeding the loading of cargoes and reducing costs to exporters

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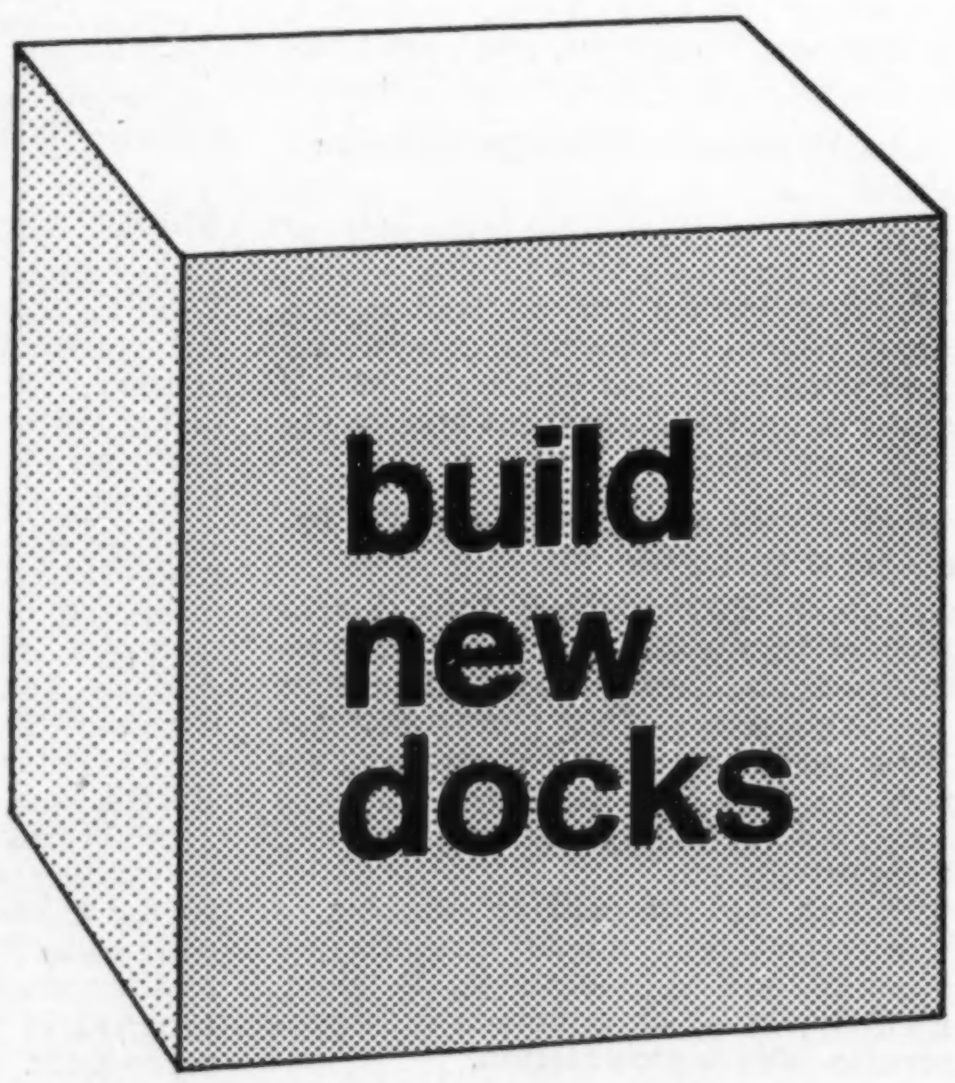

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Duty quota for imports of newsprint

THE FRENCH *Journal Officiel* of March 13, announced that the quota for the import of newsprint free of duty has been fixed at 19,000 metric tons for the first quarter of 1966.

The conditions under which imports will be admitted under this quota are those set out in an order of April 12, 1962, fixing the general import conditions for quotas provided for in the customs tariff.

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of March 19, announced the opening of quotas for the import of the petroleum products listed in the table below from all countries.

Code No.	Tariff No.	Product
210	27-09 A	Crude petroleum oils.
220	27-10 A III b	Aviation spirit.
222	38-19 E	Mixed alkylenes.
225	27-10 C III, 34-03 A	Lubricants.
225 bis	38-14 B I a, Miscellaneous (1)	Anti-knock preparations for lubricants containing petroleum or shale oils. Petroleum raw materials for materials for their manufacture.
227	Ex 27-13 B, 34-04	Mineral waxes.
227 bis	Ex 27-13 B	Paraffin residues (gatsch or slack wax).
228	27-14 B	Petroleum coke.
D I C A (1)	Miscellaneous (1)	Miscellaneous.

(1) Importers must show on their applications for import licences the tariff numbers of the goods to be imported.

Requests for import licences should be addressed to the *Direction des relations économiques extérieures, service des autorisations commerciales* (*importation*), 8, *rue de la Tour-des-Dames, Paris, 9e,* where they will be examined as and when they are received.

Importers must show on their licence applications, apart from the tariff number and description, the customs statistical code number.

Applications for import licences already lodged and on which no decision has been made by March 29, will be considered to be void.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Customs modifications

THE FRENCH *Journal Officiel* of March 12, announced the following amendment to the French customs tariff:

Tariff No.	Product	Tariff Rate
01-02	Live animals of the bovine species, including buffalo: A. Of domestic species: II Other than pure bred for breeding: (b) Other than bulls: (2) Other than for slaughter	16% (1)(6)

(1) This footnote has not been amended.

(6) For heifers and cows of the following mountain breeds: grey, brown, yellow and pied of Simmental and Pinzgau breeds, imported under a quota fixed at 1,000 head for 1966, the duty is reduced to 14·4% from April 1 to December 31, 1966, inclusive. The import conditions for this quota are fixed by the competent authorities.

Import regulations for meat etc., for human consumption

THE FRENCH *Journal Officiel* of March 12 announced that the list of abattoirs in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities, should be extended by the addition of the following:

Name and Address	Approval No.
F.M.C. (Meat) Ltd., Cawston, Norwich, Norfolk	EWS 8
Harris Ltd., Ipswich, Suffolk	EWS 9
Public Abbattoir, Shields Road, Sunderland	EWS 19
Mutual Meat Traders Ltd., Chard, Somerset	EWS 28
Bonnyes Ltd., Trowbridge, Wilts.	EWS 33
Marsh & Baxter Ltd., Castle Bromwich, Staffs.	EWS 42
British Beef Co. Ltd., Witney, Oxfordshire	EWS 43
Processing Premises	
Bovril Ltd., 148-166 Old Street, London, E.C.1	EWP 8
Simpson Ready Foods Ltd., Urmston, Manchester	EWP 12

Global quotas for imports

THE FRENCH *Journal Officiel* of March 23, announced the opening for the first half of 1966, of the following quotas for the import of goods from all countries outside the Franc Zone.

Applications for import licences, on form AC, should be made to the *Service des autorisations commerciales* (*importations*), *direction des relations économiques extérieures, ministére de l'économie et des finances, 8, rue de la Tour-des-Dames, Paris, 9e.*

Applications to import goods in the following lists which, when imported from Britain, are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the apppropriate notice and not within the framework of the present notice.

1. Products to be imported by Associations or similar organizations.

Code No.	Tariff No.	Product and Importing Association
50	Ex 12.01, ex 15.07	Edible fats and oils – SIOFA, 174 avenue Victor-Hugo, Paris 16 (e).
505	12.01 F II, 15.07 ex B	Linseed oil and seed – SILIN, 174, avenue Victor-Hugo, Paris 16 (e).
770	48.01 A, E I	Newsprint and paper for periodicals – Société professionelle des papiers de presse, 8, rue Yvon-Villarceau, Paris 16 (e).

2. Products to be imported under licences for which applications are examined as and when received.

Quota No.	Tariff No.	Product
026	02-01 ex B	Offal and guts for organo-therapeutic uses.
0261	02-01 ex B (1)	Offal other than of domestic porcine and bovine species.
DA	Miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangements.
25	28-05 A I a, 73-02 I J III, 78-01, 79-01, 80-01, 81-03, ex A, 81-04 F, I, M, N, I, P, I.	Ferro-alloys, metals and scrap of non-ferrous metals.
SMC	Miscellaneous (2)	Various products imported under the authority of the Services Métaux. Minerais et Materiaux de Construction de la Direction des Mines.
31	Ex 73-01	Charcoal iron.
463	85-21 C, 85-21 E I	Semi-conductors and parts of semi-conductors.
DME	Miscellaneous (2)	Various mechanical and electrical equipment.
	Miscellaneous (2)	
47	Various aeronautical equipment.	
48	Ex 89-01 B, ex 89-02	Sea-going vessels (including pleasure and sports boats) and tugs.
5002	12-01 ex A	Edible ground-nuts.
5007	15-07 B II ex c	Chaulmoogra oil.
5031	12-01 ex D	Soya seed for industrial use.

(*Continued on next page*)

Quota No.	Tariff No.	Product
50 bis	12-01 ex G, ex Chap. 15	Various oleaginous seeds and fruits for non-alimentary use and various fatty substances other than those imported under the authority of SIOFA.
5132	12-01 ex G, 12-07 H, K	Plants for medicinal use and mustard seed for pharmaceutical use.
5146	05-14	Various raw materials of animal origin for pharmaceutical use.
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry.
53	Miscellaneous (2)	Raw materials for antibiotics, cortisone and miscellanous steroids.
535	Miscellaneous (2)	Other raw materials for pharmaceutical use.
539	38-16, 38-19 G IV i j	Various culture and reactive media.
5397	38-07 A	Spirits of turpentine.
5398	38-08 ex A	Colophony.
54	Miscellaneous (2)	Miscellaneous parachemical products.
56	Ex Chapter 70	Miscellaneous glass manufactures.
DIDT	Miscellaneous (2)	Various products under the authority of Direction des Industries Diverses et des Textiles.

(1) Imports of the products listed under Quota No. 02-61 are reserved for importers who have contracts with FORMA.

(2) Importers must show on their licence applications the customs tariff numbers of the goods. For Quota D A they shall be aware of the dispositions of the notice of January 26, 1963, which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Global quotas for solid mineral fuel

THE FRENCH *Journal Officiel* of March 23 announced the opening for 1966 of quotas for the import of the following products, remaining subject to quantitative restrictions, originating in and imported from all countries outside the Franc Zone.

The products which are allotted quota numbers 200 to 206 are solid mineral fuels (Tariff Nos. ex 27.01 and ex 27.04).

Imports will be effected by *l'association technique de l'importation charbonnière* (A.T.I.C.) 149 rue re Longchamp, Paris, 9(e), who are authorized to submit import licence applications to the *Service des autorisations commerciales de la direction des relations économiques extérieures, 8, rue de la Tour-des-Dames, Paris, 9(e).*

Global quota for early potatoes

THE FRENCH *Journal Officiel* of March 26, announced an amendment to the notice in the *Journal Officiel* of March 1, details of which were published in the *Board of Trade Journal* dated March 11, page 572.

Early potatoes (Tariff No. 07.01 AII exa) may now be imported from all countries until April 30, 1966.

The French *Journal Officiel* of March 22 announced that the import duty on locust beans (Tariff No. 12-08A) is reduced to 8 per cent until December 31, 1966.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

IRISH REPUBLIC

Temporary import levy

FURTHER to the notice which appeared in the *Board of Trade Journal* of March 25, the Irish authorities have announced certain changes to the coverage of the temporary Import Levy to correct some anomalies. The changes which take effect from April 1, are:

Tariff Items to be included in the scope of the Levy:
- Hairnets made of human hair (Tariff Heading 67.04 (A)).
- Household utensils of wood (Tariff Heading 44.24).
- Parts and accessories of dolls (Tariff Heading 97.02 (B)).
- Articles of bedding such as electric blankets and non-tufted bedspreads (Tariff Heading 62.02 (A)).

Items excluded from the Levy:
- Guards and protectors for use in games and sports (Tariff Headings 42.03 (C), 61.01 (A), 61.02 (A), 64.06 (A), 65.05 (D) and 65.06 (B).
- Elastic stockings and bands of woven material (Tariff Heading 61.01 (C) (1).
- Religious articles of wood (Tariff Headings 44.27 (A) (1) and 94.03 (C) (1) (aa).

Suspended duties on wooden ironing boards

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Ironing Boards of Wood) Order, 1966. The effect of the Order is to terminate the suspension of the customs duty on ironing boards of wood, as from April 1, 1966.

ITALY

Copper imports

THE ITALIAN MINISTER of Finance in a circular dated February 10, 1966, has authorized the Customs, in the case of imports of copper (Tariff Heading 74011) to dispense with the necessity for showing the certificate of origin.

JORDAN

Import regulations

THE JORDAN *Official Gazette* No. 1907 gave details of two new orders replacing the import fees regulation No. 2 of 1956 and the Import Rules 1956.

Main features of the new regulations concerning United Kingdom exporters are:

(a) Goods arriving in the country before the date of issue of the licence will be issued to a fine of ¼ per cent.

(b) Raw materials used in industry and intended for export are exempt and subject to certain customs limitations and supervision.

(c) Goods imported for re-export purposes are also exempt.

(d) The validity of an import licence is now twelve months from the date of issue.

(e) All imports from the United Kingdom should come via Aquaba and goods contravening the 'Aqauba only' endorsement will be subject to a fine of 10 per cent.

Other details refer to animal and agricultural products which are governed by Jordan bilateral agreements with Syria, Lebanon and Iraq as well as the Arab League Trade and Transit Agreemext.

All enquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 5), published as Rhodesia Notice No. 186 of March 25, amends the Customs and Excise (Suspension) Regulations 1966, to the following extent:

(Britain pays the Column B rate of duty)

Goods	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
FIRST SCHEDULE: (a) In the item headed 'Ex 200 Oils, mineral'; by the insertion, under the appropriate headings after sub-item relating to illuminating paraffin, of the following sub-item ex (ii) Aviation turbine fuel	Free	Free	Free	Free
(b) By the insertion, under the appropriate heading, of the following item: Ex 331 (2) Liquified petroleum gas, imported in containers of not less than 2,000 gallons, but excluding individual hydrocarbon gases . *ad val.*	10%	2½%	Free	Free

EAST AFRICA

Customs tariff amendments

TELEGRAPHIC INFORMATION has been received from Nairobi about certain changes in the Kenya tariff. With effect from April 7 the following items attract a higher rate of import duty: Textile piecegoods (made of cotton, man-made fibres and silk), garments, and motor cars.

Similar increases were announced simultaneously in Tanzania and Uganda. Full details of these tariff changes will be published as soon as possible and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE have been informed by cable that the Malaysia Tariff Advisory Board are to hold a further series of public inquiries to consider what rates of import duty should be imposed on five classes of goods covering 11 tariff items, as follows:

Notice No. 10 – Wheat Flour and Animal Feeds	
046 001, 046 002	Wheat meal and flour.
081 201	Rice Bran.
081 209	Bran, except rice, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables.
081 909	Coffee husks and skins, cocoa shells, husks, skins and waste, waste from sugar refining, sweetened forage and other preparations of a kind used in animal feeding.
Notice No. 11 – Hard Soap and Abrasive Soap.	
554 101	Hard soap in bars or tablets, excluding toilet and abrasive soap.
554 103	Abrasive soap in bars or in powder.
Notice No. 12 – Marble and Paving Stone.	
273 120	Marble, travertine, ecaussine and other calcarious monumental and building stone of an apparent specific gravity of 2·5 or more, and alabaster, including such stone not further worked than roughly split, roughly squared, or squared by sawing.
661 300	Road and paving setts, curbs and flagstones, of natural stone and worked monumental or building stone, including marble, alabaster, granite, sandstone, dolomite, slate and steatite and articles thereof (including mosaic cubes) excluding writing slates, ceramic products and works of art.
Notice No. 13 – Toilet Paper in rolls or packets ready for retail sale.	
642 931	
Notice No. 14 – Welding wires, rods, etc.	
689 870	

The inquiries will open in Kuala Lumpur as follows:

Notice No. 10 May 2
Notices Nos. 11 and 12 May 4
Notices Nos. 13 and 14 May 6

Evidence on all these commodities will also be taken in Kuching on Tuesday, May 10, and Jesselton on Thursday, May 12.

Persons proposing to give evidence should advise the Tariff Advisory Board in Kuala Lumpur of their intention as *soon as possible,* stating the product and capacity in which they wish to appear, i.e. importer, manufacturer, etc. Nine typewritten copies of evidence should be initially forwarded to the Tariff Advisory Board, 6th Floor, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, Malaysia, before the following dates:

Notice No. 10 before April 23, 1966
Notices Nos. 11 and 12 before April 25, 1966
Notices Nos. 13 and 14 before April 26, 1966.

Simultaneously with the announcement of these hearings, import licensing has been imposed on marble only (wheat flour and animal feeds are already subject to import licensing).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

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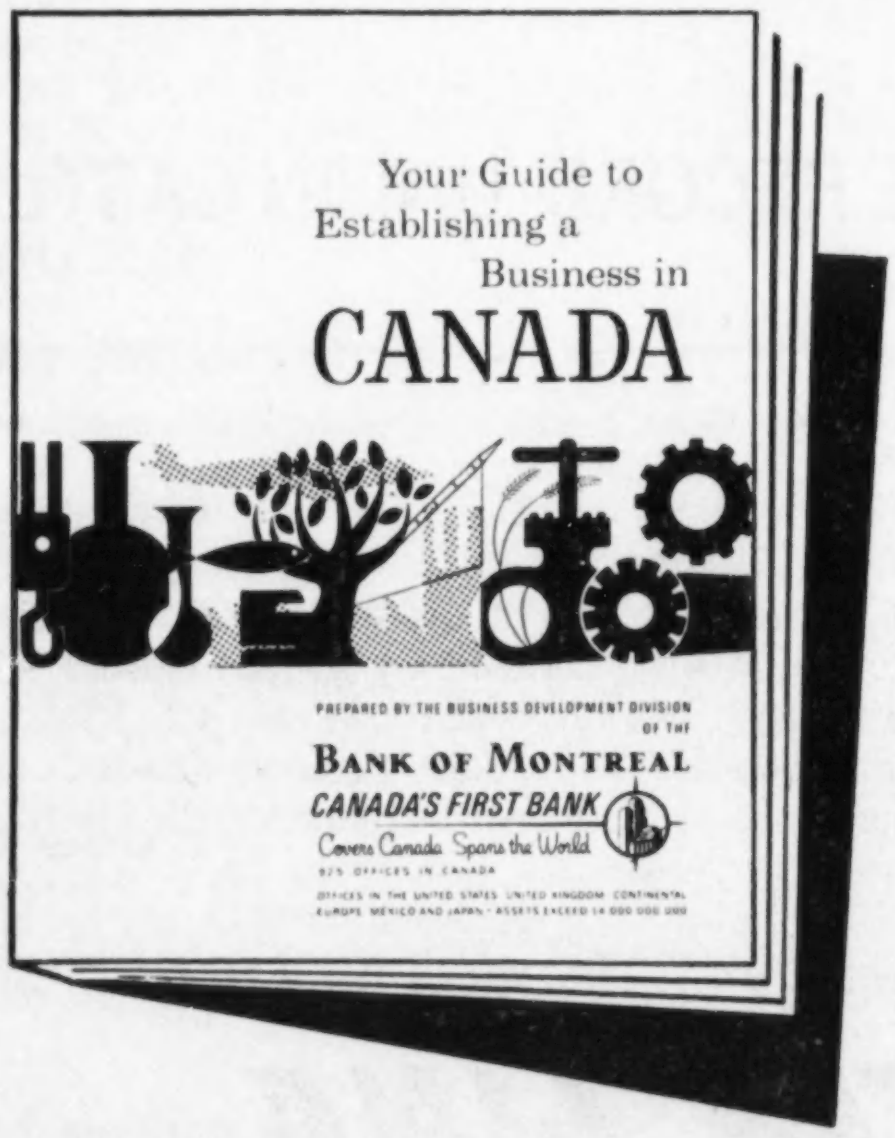
Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.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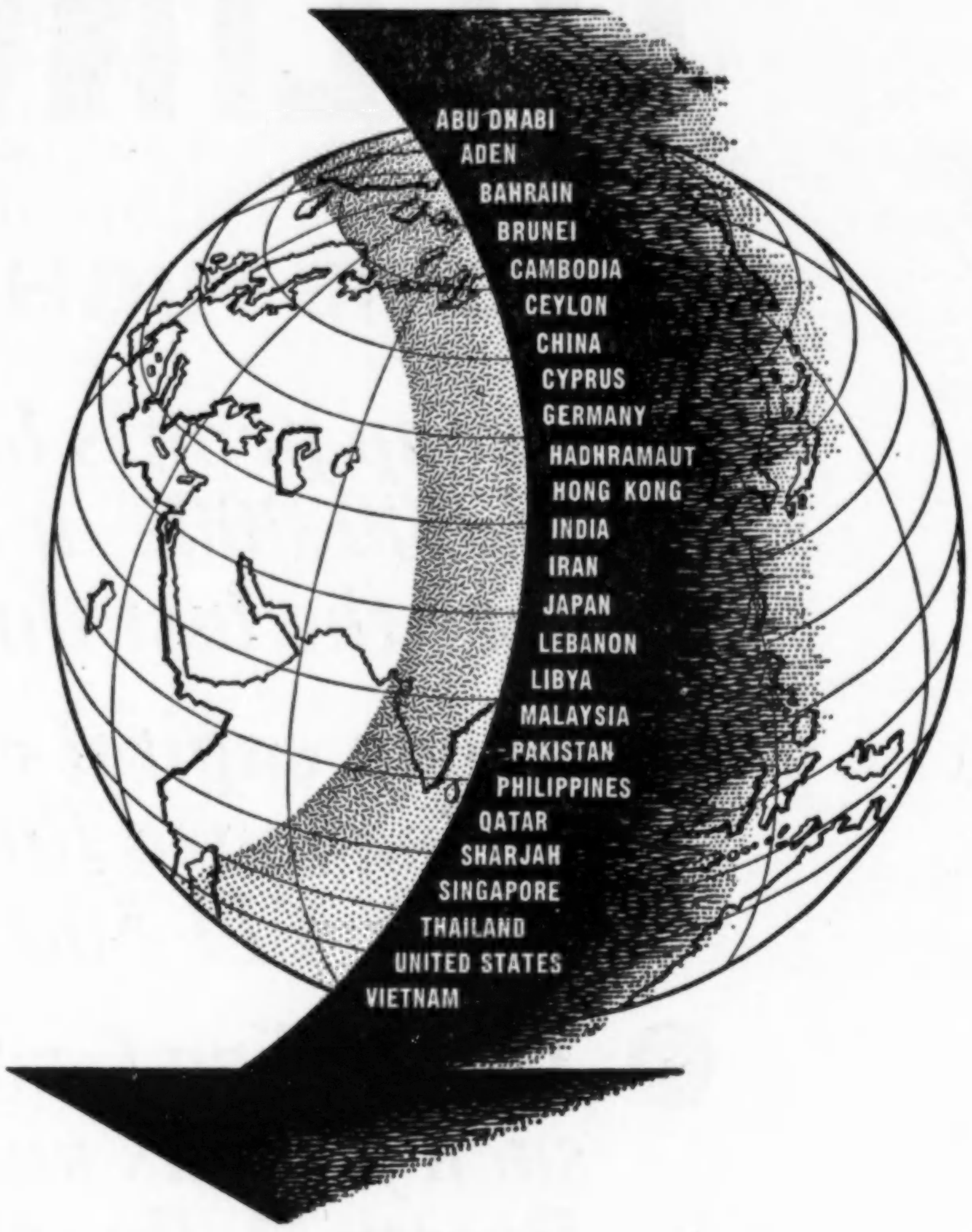
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RESULTS AT A GLANCE

	1965	1964	1963
GROUP TURNOVER	**£116,507,000**	£106,223,000	£86,240,000
GROUP PROFIT BEFORE TAX	**7,154,000**	6,955,000	4,927,000
PROFIT BEFORE TAX attributable to Thomas Tilling Limited	**5,908,000**	5,781,000	3,939,000
TOTAL ORDINARY DIVIDEND	**30%**	28½%	24%

If you would like to receive a copy of the full Review, Report and Accounts please write to The Secretary, Thomas Tilling Limited, 18 Crewe House, Curzon Street, London, W.1.

CANADA

Budget proposals for 1966-1967

THE Canadian Minister of Finance presented his Budget to the Canadian House of Commons on March 29. It contains proposals for changes in the Excise Tax Act and the Customs Tariff. Details of the changes which are, of course, subject to approval by the Canadian Parliament are given below:

Excise Tax Act

1. The following equipment is to be exempt from sales tax with effect from March 30, 1966:
   - (a) Dies jigs, fixtures and moulds.
   - (b) Patterns for dies, jigs, fixtures and moulds, and
   - (c) tools for use in or attachment to production machinery that are for working materials by turning, milling, grinding, polishing, drilling, punching, boring, shaping, shearing, pressing or planing,

when for use by manufacturers or producers directly in the manufacture or production of goods.

2. Sales tax on the remaining categories of production equipment is to be partially removed in April, 1967, and fully removed in April, 1968.

Customs Tariff

The changes in the Tariff are to take effect from March 30, 1966:

Schedule A

The following items have been deleted from Schedule A: 945-1, 7905-1, 20925-1, 21045-1, 23505-1, 23705-1, 241001, 26325-1, 41105-1, 42205-1, 44043-1, 44047-1, 44125-1, 70500-1, 70505-1 and 84805-1; and are replaced by:

Tariff Item		British Preferential Tariff	Most Favoured Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget		
					British Preferential Tariff	Most-Favoured Nation Tariff	General Tariff
945-1	Feeds for use exclusively in the feeding of trout (On and after July 1, 1968)	Free 15%	Free 20%	25% 25%	Free 15% (On and after July 1, 1966)	Free 20%	25% 25%
7905-1	Carnation cuttings in their first year of introduction	Free	Free	Free	Free 12½%	Free 12½%	Free 30%
20925-1	Potassium chloride (Applicable to December 31, 1967)	Free	Free	25%	Free (Applicable to December 31, 1966)	Free	25%
21045-1	Sodium hypochlorite in solution (Applicable to December 31, 1967)	Free	Free	25%	Free (Applicable to December 31, 1966)	Free	25%
23505-1	Liquorice *blocks, granule*, paste or *powder*, not sweetened	Free	12½%	17½%	Free Free	12½% 15%	17½% 25%
23705-1	Dueterim oxide or heavy water; uranium in the form of pigs, ingots, billets, or bars (On and after July 1, 1968)	Free Free	Free 15%	25% 25%	Free Free (On and after July 1, 1966)	Free 15%	25% 25%
241001-1	Litharge and mixtures or combinations of litharge with other materials, such mixtures or combinations to contain not less than 50% by weight of litharge, for use exclusively in the manufacture of storage battery plates	Free	Free	Free	Free 15%	Free 20%	Free 25%
26325-1	Compounds of tetramethyl lead, in which tetramethyl lead is the preponderant constituent by weight (Applicable to December 31, 1967)	12½%	12½%	25%	12½% (Applicable to December 31, 1966)	12½%	25%
41105-1	Machines, logging cars, cranes, *captive balloons having a volume of* 150,000 *cubic feet or more*, blocks and tackle, wire rope, but not including wire rope to be used for guy ropes or in braking logs going down grade, and parts of all foregoing, for use exclusively in the operation of logging, such operation to include the removal of the log from stump to skidway, log dump, or common or other carrier	10%	12½%	20%	10% 25% 20%	12½% 25% 27½%	20% 35% 50%
42205-1	Concrete road-paving machines, self-propelling, end loading type, with a capacity of 21 cubic feet of wet concrete or more; concrete and asphalt road finishing machines; form graders; sub-graders; combination excavating and transporting scraper units; concrete mixers, transit type; dump wagons or trailers, having a capacity of 10 cubic yards or over, not self-propelled; back-filling machines and equipment, mounted on self-propelling wheels or crawling traction, semi- or full-revolving boom and scraper type; steam or air driven pile hammers or extractors; truck turntables; all the foregoing of a class or kind not made in Canada, parts thereof	Free	7½%	12½%	Free	7½%	12½%
44043-1	Aircraft, not including engines, under such regulations as the Minister may prescribe: When of types or sizes not made in Canada (On and after July 1, 1967)	Free Free	Free 15%	27½% 27½%	Free Free (On and after July 1, 1966)	Free 15%	27½% 27½%
44047-1	Aircraft engines, when imported for use in the equipment of aircraft: When of types or sizes not made in Canada (On and after July 1, 1967)	Free Free	Free 15%	27½% 27½%	Free Free (On and after July 1, 1966)	Free 15%	27½% 27½%
44125-1	Guns and rifles of a class or kind not made in Canada; parts thereof	Free	7½%	30%	Free 10% 15%	7½% 22½% 20%	30% 35% 30%
44725-1	Well points, well screens, well strainers, *pitless well heads*; all the foregoing of a class or kind not made in Canada, parts thereof	Free	7½%	12½%	Free 10%	7½% 22½%	12½% 35%
57210-1	*Oriental rugs or carpets with pile hooked or knitted by hand* *and, per square foot*	15%	15% 5 cts.	40% 20 cts.	25%	25% 5 cts.	40% 20 cts.
70505-1	*Goods, as defined by regulations made by the Minister, imported by a settler for his household or personal use, if actually owned by the settler and in his possession and use before his removal to Canada, under such regulations as the Minister may prescribe* Any goods imported under this tariff item which are sold or otherwise disposed of within twelve months after importation are subject to the duties and taxes otherwise prescribed.	Free	Free	Free	Free Various	Free Various	Free Various
84805-1	Machines and apparatus and parts thereof (including motive power) of a class or kind not made in Canada and drilling mud, for use in the exploration, discovery, development and operation of potash and rock salt mines or for use in the production of crushed and screened rock salt	Free	Free	Free	Free	Free	Free

SCHEDULE B

Exisitng item 97051-2 has been deleted from Schedule B and replaced by:

Item No.	Goods	When Subject to Drawback	Portion of Duty (not including Special Duty or Dumping Duty) Payable as Drawback)
97052-1	Machines; precision instruments and apparatus for heat treating, welding, sorting, testing, inspecting or correcting; control panels for use with the aforementioned machines and precision instruments and apparatus; all of the foregoing of a class or kind not made in Canada; accessories and attachments for use with the aforementioned machines and precision instruments and apparatus; parts of all the foregoing, not including consumable tools.	When used in the plants of manufacturers of automobiles and motor vehicles or of automoblie or motor vehicle parts for the manufactore of automobiles and motor vehicles or of automobile or motor vehicle parts; *or when used for the manufacture of dies, jigs, fixtures or moulds which are used in the production of automobile or motor vehicle parts*	99%

CANADA, *continued*

SCHEDULE C

Existing item 99219-1 has been deleted from Schedule C and replaced by:

99219-1 Used or second-hand mattresses or materials therefrom:
This ite m does not affect in any manner:
(*a*) Mattresses imported under tariff items 70405-1, 70410-1, *70505-1*, 70600-1, 70700-1, 70800-1, or under tourists' or travellers' vehicle permits;
(*b*) materials from used or second-hand mattresses, when imported after having been cleaned and fumigated, under such regulations as the Minister may prescribe, accompanied by such certificates as he may designate.

UNITED STATES

Control of air pollution from motor vehicles

THE UNITED STATES Department of Health, Education and Welfare, have published regulations providing for the control of air pollution from motor vehicles. These cover standards for crankcase and exhaust emissions, certification by the United States authorities and hearings thereon and test procedure.

The regulations became effective on publication, March 30, 1966, and are applicable to new motor vehicles and new motor vehicle engines beginning with the 1968 model year.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States (Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Household furniture industry

THE UNITED STATES FEDERAL Trade Commission announced on March 29, 1966, that when a wood name is used in advertising or labelling to describe the grain design and/or colour of a stain finish or other type of simulated finish which has been applied to a surface composed of something other than solid wood of the type named, it must be made clear that the wood name used is merely descriptive of the grain design and/or colour or other simulated finish.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States) Section) Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Descriptions of 'velvet' and 'suede'

THE UNITED STATES FEDERAL Trade Commission have ruled that the unmodified terms 'velvet' and 'suede' cannot be properly used to describe a flocked fabric.

The material in question has been described as one formed of micro-cut flock fibres upstanding on end, adhered to a suitable backing and having the appearance and feel of velvet and suede.

The fabric concerned may properly be designated only as 'suede fabric', 'suede cloth', 'sueded fabric', 'sueded cloth', 'velvet-like fabric', 'velvet-like cloth', 'velveted fabric', 'velveted cloth' or by words of similar import.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

PARAGUAY

Clearance of goods through customs

HM EMBASSY at Asuncion report that the National Administration of Navigation and Ports have given notice that because of congestion in their warehouses they intend to apply strictly the regulations regarding the length of time goods may remain uncleared through Customs. The permitted periods are as follows:

Perishable goods	15 days
Inflammable or explosive goods	30 days
General merchandise	120 days

After expiration of these periods the goods may be sold by public auction.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by:

(i) The deletion of item 99 and the substitution of the following:
  99. Perfumery, cosmetics and other toilet preparations (excluding soaps, dentrifices, lipsticks and nail polish).

(ii) The addition of the following new item:
  126. Matches

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

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BRITISH GUIANA

Exemptions from import duties

PART III of the First Schedule to the British Guiana Customs Ordinance (exemptions from import duties) has been amended:

(a) by the addition of the following new item:

(71) Vinyl biscuits for use in the manufacture of phonograph records

(b) by the deletion of sub-item 14 from item 27 and the substitution of:

(14) Raw materials, containers, and parts of containers which the Comptroller is satisfied are imported for use in the manufacture of paints, varnishes, pigments, and painting products or for the packaging of such articles

(c) by removing the restriction on the origin of items exempted from duty under this part of the Schedule. (Previously certain items were admitted free of duty only if they originated in the Commonwealth Preference Area).

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

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